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THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, JULY 20, 1906. VOL. 11, NO. 28.

LONG
Syrup Refining Co.

Are Supplying the trade from

Immediate Stocks

NEW PACK PRESERVES

JELLIES and JAMS

SYRUPS, SUGAR, (Bar and Powdered).
New Orleans Molasses of all kinds.

Eighth and Brannan Sts.
Telephone Park 793.



The Original Powdered Stove Polish.
Mixes with Water Instantly

ADVERTISED EVERYWHERE

OUR GUARANTEES:
To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.

PURE

We absolutely Guarantee the Quality of

HOME BRAND

Pickles
Vinegar
Catsup
Etc.

Shipped Promptly from Present Stocks in any Quantity.

NO CHANGE IN PRICE

Write or Telephone

Pacific Vinegar and Pickle Works

Haywards, Cal.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.

Take Notice

The Merchants of San Francisco

HAVING ACCOUNTS WITH THE

Anderson Tool Co.

AND

Beck Hardware Co.

Who were burnt out, and whose fixtures were destroyed in the Great Fire are hereby notified that they are

Released from their Indebtedness

and can obtain a receipt in full by sending their present address to

Beck Hardware Co.

Atlas Building

604 Mission St., San Francisco.

General Agents for

Dunn Cheese Cutter
Royal Electric Mills
Walker Counters and Bins
Dunn Oil Tanks
Royal Electric Meat Chopper
Refrigerators

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

ADVOCATE ADVESTISERS.

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

BREAKFAST FOODS.

Malta Vita.
Nutrido 859 Franklin, Oakland.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts., 9th and West, Oakland.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

AGENTS, MNFRS.

R. A. Holcomb & Co., 1920 Sacramento St.
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Snohn Co., 9th and West Sts., Oakland.
Fred F. Hobbs Co., 922 Franklin, Oakland.
The C. B. Jennings Co., 958 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 922 Franklin St., Oakland.
"Sniders," John H. Spohn Co., Agts., 9th and West Sts., Oakland.

COFFEE, TEA ,ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COCOANUT.

The Franklin Baker Co., John H. Spohn Co., Agts., 9th and West, Oakland.

DELICACIES.

Wieland Bros., Sansome and Lombard.

EVAPORATED CREAM.

Alpine, 958 Franklin St., Oakland.
Carnation, John H. Spohn Co., Agts., 9th and West Sts., Oakland.

EXTRACTS.

Mutual Extract Co., Alameda.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

FLOUR.

Crown Mills, 416 Jackson St.

GIOGER ALE.

S. Stimke & Co., Union and Octavia.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 2126 Blake St., Berkeley.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 417 Shotwell.
Western Meat Co., 17th and Harrison.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

SAFES.

Richardson Bros., 131 Fifth.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative, 6th and Broadway, Oakland.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 201-303 Front.
Babbitts Brands, C. B. Jennings Co., Agts., 958 Franklin St., Oakland.

SCALES.

"Money Weight," John J. Duffie, Agt., 1482 Market.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.

SMALL DEALERS COUNT.

Some salesmen call only on the prospects they think they have the greatest chance of landing, and let all of those between slide.

Now it is all right for a chamois to cover distance by plunges and jumps, hitting only the high places. Nature made the chamois that way But a good salesman has no business going through the work laid out for him in the same hop-skip-and jump style that distinguishes the playful Alpine goat. Don't carom over your territory, hitting only the most elevated protuberances, dodging from one big prospect to another main chance, and neglecting to call on the less promising dealers between.

You can't tell the size of a business man's bank account or the extent of the business he may throw your way by the looks of the sign over his door. The painstakers are the fellows who are forever putting high values into things around them which before were of no account.

The "Advocate" goes to big and little retailers and talks to them 52 times a year.

GOVERNMENT RUNS TRUSTS

Japan Profits by America's Experience With the Trusts

"An article in "Everybody's" for July shows how Japan is taking advantage of America's experience with the trusts. The government has absorbed the breweries along the same lines used in effecting combines in America and now directs the Beer Trust. How she beat out our American Tobacco Trust is told as follows:

"Once we enjoyed an abundant trade with Japan in tobacco and cigarettes, for we had taught her to want them, and then joyously we supplied her want at high prices. Thus, in the end, Japan served copiously to swell the hard-earned treasures of the American Tobacco Trust, for the Japanese were industrious consumers and the trust could charge what it pleased., having the trade by the throat.

"But when the trust had established branch houses and offices and works and invested in them $12,000,000, the Japanese Government concluded that it might as well have the goodly profits as let the trust have them, so it went into the tobacco business on its own account.

"It bought factories and stores and passed a law establishing itself in a practical monopoly of the tobacco trade, for no makers of cigarettes, cigars, or tobacco were allowed to sell their products until they had been offered to, and declined by, an agent of the government—a necessary provision, because in Japan cigarette-making is largely a domiciliary trade. Still there might have been left to the American trust a chance to compete in quality of product or in some special lines if it had not been for one thing. The government put an import duty of 250 per cent on cigarettes and tobacco.

"Thereupon the American cigarettes vanished faster than their own smoke, and the defeated American Tobacco Trust was glad to sell to the government (for what it could get) its business and branch houses.

"Now in Japanese shops you will see on shelves formerly loaded with American product nothing but the cigarettes and tobacco of the Japanese Government."

A PLEASANT SHOCK.

Los Angeles, Cal., July, 14, 1906
Mr. A. H. Powers, San Francisco.

Dear Sir: Enclosed find P. O order for $2 for another year's subscription to the "Advocate".

I was pleased to learn that you survived the shock of April 18th. Receiving this remittance may prove another shock to you, but I hope it will not have as severe an effect on your office as the other one did. Yours truly,

W. D BUCK.

NAPA VALLEY FRUITS

CANNED BY

Foster Brothers Company

NAPA, CAL.

A century ago Nicholas Appert in France started the first fruit packing plant since the days of Pompeii. These goods were so satisfactory that the government awarded him a prize. Fourteen years later two American firms opened up the canning business proper. In '74 a Baltimorian brought in the closed kettle process, and at a recent date 2200 of these factories were contributing to the universal output.

The head of the house of Foster Bros. has always had a taste for fine fruit flavors, and has so worked out his ideas as to be among the foremost in bringing canned fruits to their present high standard.

Now we've the world for our market. Distance cuts no figure where quality is recognized. Excellence forces itself to the farthest parts. In this way Napa fruits obtain through all points of the compass.

FOSTER BROS. CO.



NAPA, CAL.

No food law can be too stringent for our canned fruits.

They're growths of luxuriant soils and skilled orchardists. No wonder they respond to the consumers' call for the best.

Even our homeliest label is a certificate of purity and quality.

As Prof. Ladd says, "never was there a time when canned food fruits were so excellent as now."

We make Prices on Tomatoes August 1, or Later

All Eastern Sight Drafts made Payable on Presentation.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., JULY 20, 1906, VOL. 11. NO. 28.

THE

RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

Our New Paper—

We are badly handicapped this issue. We are moving back to Frisco. In a few weeks, we expect to have a complete price list and a number of carefully prepared departments each week.

Tea—

Formosas, pingsueys and congous are higher in foreign markets.

Rice—

Choice grades and lower grades of rice are scarce.

Dried Fruits—

The only dried fruit in California that promises a full average is purnes.

Dried Apricots—

Farmers expect to get as high as 15c this year.

Citron and Lemon Peel—

Higher prices are predicted in August and September.

American Sardines—

Ther is now a trust of the packers. The run is also phenomenally short.

Glass Jars—

Higher prices are predicted. The trust has frozen out the independent factories.

WANTS HIS PAPER.

Skaggs Hot Springs, Cal.

Friend Powers: My wife and I are here for the month of July and are enjoying our enforced vacation very much. Please forward my paper.

With best regards.

JOSEPH H. ROBINSON.

DEMAND FAIR TREATMENT.

Grand Jury Asked by Associated Retail Grocers to Investigate Handling of Relief Funds.

MAY SUE THE CITY.

Meeting of Retail Grocers Praise Mayor Eugene E. Schmitz.

A largely attended meeting of the retail grocers of San Francisco was held on Tuesday evening, July 17th under the auspices of the Associated Retail Grocers of San Francisco. President Nathan Bibo presided.

The matter of the claims of the grocers against the authorities was fully discussed.

The general sentiment was that when the authorities went into a dealer's store and took goods, the city authorities were as liable as if they had taken the money from the merchant's till.

It was further contended that the authorities should not consider they had the right to scale down the properly adjusted claims of the San Francisco merchants any more than the bills of the merchants of any other city from whom goods were secured by the Relief Committee.

On motion duly seconded, the secretary was directed to send a letter to the Grand Jury asking the Grand Jury, as representing the citizens of San Francisco, to investigate the action of the Relief Committee in hindering the re-habilitation of San Francisco by delay in paying claims or by scaling down claims and seeking to pay less than one hundred cents on the dollar where values had been properly adjusted.

In another column is given a copy of the letter that was sent by the Associated Retail Grocers to the secretary of the Grand Jury. This letter is worthy of careful reading.

Secretary Connolly called attention to the fact that associations of large Eastern cities had contributed funds towards assisting their brothers in the grocery trade in San Francisco to re-habilitate themselves. On his motion the following resolution was passed:

Whereas, Our Eastern brothers have generously contributed to assist in the rehabilitation of the grocery trade of San Francisco, and

Whereas, The funds so contributed, while not applied for by individual merchants, will be of enormous value in assisting us to continue a policy of trade protection through proper organization at a time when every business man finds himself so strained to meet current obligations that many would, through stress of financial necessity, feel obliged to drop out of association work, be it

Resolved, That the grocers of San Francisco are under great obligations to their generous brothers of the East. Be it further

Resolved, That our secretary be instructed to send a copy of these resolutions and a special letter of thanks to the organizations of the East whose contributions have been as follows:

Chicago Grocers' Associations, $595.-35; St. Louis Grocers' Association, $295; New York Grocers' Union, $100; Cincinnati Grocers' Association, $38; Denver Grocers' Association, $25.

Mr. Connolly also pointed out that these results were secured largely through the fact that a brotherly feeling had been established among the retail grocers through the National Grocers' Association. The following resolution was then adopted:

Whereas, The attention of the grocers of the country was called to the probable need of the trade in San Francisco by the National Retail Grocers' Association, and

Whereas, The executive officers of the National Retail Grocers' Association, particularly President J. A. Green, have been especially active in their efforts to assist the trade in San Francisco, and

Whereas, This activity illustrates the needs and possibilities for good of the National Retail Grocers' Association, be it

Resolved, That we extend our thanks to National President Green, and be it further

Resolved, That we assure the National Grocers' Association of our full appreciation and allegiance.

President Bibo spoke at length upon the wisdom of the acts of Mayor Schmitz in the days following the great disaster. He pointed out that the grocery trade more than any other line, would profit by the prompt return to order and public confidence. He also referred to the necessity that presented itself to the local administration of adopting policies different from what had been accepted before the disaster. He then presented the following resolution which was adopted without a dissenting voice:

Whereas, The city of San Francisco has passed through an awful ordeal in its baptism of fire and the subsequent recovery of order from confusion and

Whereas, The prompt and wise action of His Honor, Mayor Eugene E. Schmitz, in meeting decisively the problems that presented themselves and in sacrificing preconceived plans to the needs that developed with new conditions and in choosing for places of honor and responsibility without regard to their political predilections and

Whereas, We feel that our distinguished chief executive has done everything in his power to advance and safeguard the interests of San Francisco and of the retail grocers of San

SNIDERS

CATSUP--FREE DEAL

Will be Declared off Earlier this Year

The greatly increased sales make this necessary.
Most of the wise Grocers have alreaddy placed their orders.
Are you one of the wise ones? If not — Get wise
ORDER today ——Six ways to ORDER

With each **Five Cases** of Snider's Catsup, Pints, one case of Snider's Catsup, Pints FREE.

With each **Three Cases** of Snider's Catsup, Pints, and **Two Cases** of Snider's Catsup, half-Pints, one case of Snider's Catsup half-pints, FREE.

With each **Ten Cases** of Snider's Catsup, Half-Pints, one case of Snider's Catsup, Half-Pints, FREE.

With each **Five and Half Cases** of Snider's Catsup, Half-Pints, half Case of Snider's Catsup, Half-Pints, FREE.

With each **Ten Cases** of Snider's Catsup, Quarts, one case of Snider's Catsup, Quarts, FREE.

With each **Five and Half Cases** of Snider's Catsup, Quarts, half case of Snider's Catsup, Quarts, FREE.

Deliveries on above deal are to be made after September 1st, 1906 and before January 1st,1907.

The T. A. SNIDER PRESERVE CO.

Snider's has the greatest sale in the world
You cannot get too much Snider's
Snider's on your shelves is as good as sold
You cannot say this of any other catsup
Snider's is by far the best
Remember you take no chances with Snider's
Snider's is unconditionally Guaranteed
Send us your order and the name of your Jobber

John H. Spohn Co., Agents, Temporary Address Oakland

SNIDERS

Francisco and of the retail grocers of San Francisco who profit by the better resultant conditions, be it

Resolved, That the Associated Retail Grocers tender to His Honor, Mayor Engene E. Schmitz, their thanks, and their hearty congratulations and assurances of their recognition of the fact that he has accorded the members of the trade every consideration possible under the circumstances of existing conditions.

Secretary Connolly spoke about what had been accomplished in the way of protecting the profits of the retail grocers of San Francisco. He also outlined what was possible in the future. Several of the grocers present spoke on similar lines.

Geo. B. Doyle pointed out the folly of retail grocers who failed to reckon the cost of conducting their business and sell goods on a margin that was too small to enable them to pay the expenses of conducting their business.

E. I. Fleiger supported Mr. Doyle in his contention.

H. N. Edlin called attention to the fact that numerous wholesalers were selling to customers of retailers and urged that steps be taken to prevent this unfriendly policy.

The meeting was held in the Assembly Chambers of the California Promotion Committee, which has been completed at the corner of Stockton and Geary streets. George Edwardes of the California Promotion Committee welcomed the grocers to the hall, assured them that the California Promotion Committee was pleased to be of service to Associated Retail Grocers and that they were welcome to use of the hall whenever they desired to hold a meeting. At the close of the meeting the following resolution was passed:

Whereas, Our organization is indebted to the courtesy of the California Promotion Committee for use of their Assembly Hall for this meeting, be it

Resolved, That the thanks of the Associated Retail Grocers be and are extended to the California Promotion Committee.

WILL PUNISH DISHONESTY.

The directors of the California State Grocers' Association passed the following resolution at its recent meeting:

Whereas—Certain fire insurance companies, after taking millions of dollars of profit from the retail merchants of California are failing to pay in full their properly adjusted losses and

Whereas—Insurance in such companies would not be safe in other communities than San Francisco, be it

Resolved—That we request the Associated Retail Grocers of San Francisco to secure from the grocers of their city information as to how they have been treated by the various insurance companies in order that they may supply us as soon as possible with a list of the dishonest companies and also of the companies that are meeting their obligations honestly to the end that we may send this information to our affiliating associations throughout California and also to the Executive Officers of the National Retail Grocers' Association in order that the trade throughout the United States may be duly warned. Be it further

Resolved, That we advise all retail grocers to withdraw their insurance from such companies as may be acting dishonestly in the payment of claims."



The Demamd

FOR

MAPLEINE

Is increasing and each order is sure of a repeater. This will be your experience if you will go and do likewise,—place an order with us.

Mapleine is gaining a National reputation. It fools the old timers, for it produces a syrup.

Better than Maple

Just Sugar, Water and Mapleine

JOHN H. SPOHN CO., Agents

Ninth and West Street, Oakland.

LOCAL PRESS HELPS.

Merchants would do well to call in the aid of their local papers in their efforts to convince their customers that it is no saving to buy of catalogue houses. The following clipping from a paper printed in Escondido, Cal, shows what can be done:

"Steiner & Co. have a very sensible article in this issue of the "Advocate", on the practice of local people sending out of town for goods. Foreign merchants contribute nothing to local enterprise, and every dollar sent them is that much money sent out of the community never to return. They pay no taxes and contribute nothing to the support of the churches and other enterprises, and in many cases the goods they send out costs just as much and are inferior to that sold by the local merchant; yet some of our people insist on sending east for goods. We have seen articles that came from mail order houses, which if they had been furnished by local merchants, would not have been received. Yet they had been ordered from Chicago and paid for in advance, and the man who ordered them had no redress. He had to accept just what had been given him. It is a good idea if you want to make a thriving community to spend your money where it will help to build up local institutions and in the long run get more for your money besides."

BUYING EXCHANGES

How Wholesalers Force Their Customers to Buy in Other Markets.

J. J. Higgins of Tacoma, Wash., recently delivered an address to the grocers of Portland in which he urged that harmonious co-operation between wholesalers and retailers was best for the trade. He made it clear, however, that self protection must be saught, if protection was not accorded by the jobbers. Among other things, he said:

"Co-operative buying among retailers, has become a great fad in some Eastern cities. They have been **brought about largely because wholesalers and retailers have neglected to get together and discuss their grievances.**

"One of the abuses and irritating causes that has brought about these buying associations is the very marked difference in wholesale prices made to favored buyers. These favored ones were proprietors of chain stores, department stores and similar large buyers who used their buying privilege in an effort to crush out competition. These favored ones were able to buy on from 2 to 5 per cent above manufactures' prices to the wholesalers, while the wholesalers charged the others from 10 to 12 per cent.

Favoritism Caused Cutting

"This favoritism led to such destructive price-cutting that the only solution left the retailer who wished to protect his business was to join the buyers' union. The result was that the large numbers forced into the buyers' associations enabled them to buy direct from the manufacturer and at such prices as to place them not only on a par, but with an advantage over the cut-rate stores.

"This put a stop to the price-cutting for when the small store got its goods as cheaply as the large store there was no incentive for cutting, for the expense of a large store is more than proportionately greater than the suburban store, which gave the advantage, if any, to the small dealer.

"The effect has been to almost eliminate the jobber in a few Eastern cities.

Methods Wholly Inexcusable.

"There is not one of your jobbers that would permit the manufacturer to handicap him by selling to his competitor at a marked difference in price, if he knew it, and especially when that competitor was using that favorable discrimination to drive him out of business.

"This probably suggests to you the idea that the buyers' association may be a good thing.

"To be frank with you, I would say that, **if the wholesalers play fair,** I would not favor or indorse a "buyers' club." I would much rather have the friendship and loyal support of the wholesaler, combined with fixed and maintained prices by the manufacturer, as a solution of our troubles than any marked or decided revolution of present methods of distribution.

Wholesalers Can Change Conditions Commercial Suicide

"I want to say to you that I am a firm believer in the policy that the manufacturer should manufacture, the wholesaler wholesale, and the retailer retail.

"If these interests will honestly pursue their respective callings, there will be neither reason nor necessity for any marked departure, and there will be better results with less friction.

"Don't understand from anything I have said that I am opposed to healthy and fair competition. The old saw, that competition is the life of trade, is still true. There can't be too much competition in the sense of rivalry to sell the best goods, give honest weight and measure, prompt and courteous service.

"But ordinary price-cutting is not competition. It is business suicide.

"When all branches of the grocery trade, the manufacturer, the wholesaler and the retailer, have been brought by the retailers' associations to unite in loyal co-operation to confine competition to its legitimate and proper channels, our business will be raised from the level of an insane scramble for trade to the level of commercial sanity and wisdom."

PURE FOOD LAW.

California Congressman Says that the Law Will Be of Great Benefit to All.

Congressman Julius Kahn in talking with a representative of the Advocate this week stated that the Pure Food Law as passed by this Congress, will be of great benefit not only to the people at large but also to the dealers in groceries.

The law prevents the shipping from one state to another of any goods that are not properly labeled. This means that every merchant will know that he is getting exactly what he is paying for.

The law makes it a crime to misrepresent the source from which goods are obtained. This means that the packers of the East will not be able to label their canned fruits and dried fruits as coming from California. This will also advantage our wine makers.

All retail merchants are especially protected in a guarantee clause. This paragraph first read that no retailer should be "convicted" who held a guarantee of purity. It has been changed to read that the retailer should not be "prosecuted" if he held such a guarantee. The guarantee clause provides that the party from whom the goods are bought will be responsible. It requires the signature and address of the party **selling the goods.** If the dealer buys from a jobber, the dealer must have the jobber's guarantee, since the guarantee on the label will not protect him.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

ADVERTISING SUGGESTIONS.

Some Pointers About Essential Points in this Part of Store Management.

There are two prime essentials to securing results from advertising. They are:

1. Careful preparation of copy.

2. Backing the advertisement up from behind the counter. **Writing the ad.**

There are two qualifications you should have to be able to write the most effective ad possible.

1. You should know every article in your stock and know its qualities, merits, etc.; and, remember, the truth must be told in all cases, for misrepresentations of quality is the surest way to kill trade.

2. You must be able to tell what you know in such a way as to be interesting and convincing and take but little time to do it.

Your advertising should be nothing more elaborate and nothing less convincing than good salesmanship talk. If you can convince a customer in the store that she should buy a certain kind of coffee or canned goods, you can, by the same kind of talk in the newspaper, or whatever medium you use for advertising, induce hundreds of people to come to your store and ask for certain articles.

Don't attempt to write a "pretty" ad. The more simple, plain, honest and straightforward your advertising is, the more convincing it will be and the more of the desired effect it will have.

The Clerk's Part.

No matter how good the advertising is, it will be thrown away unless the clerks in the store are courteous, know about the goods advertised and also the rest of the stock and are prepared to make those who were attracted to the store glad that they came.

The big department stores keep the goods advertised in conspicuous places. The clerks know all about them. They also know about other seasonable and profitable goods they are expected to recommend.

We presume there are a number of questions our subscribers would like to ask in regard to the various phases of the subject of advertising, either in regard to the subject in general or some specific point about their own present or prospective advertising.

We shall be very glad to have them write us in regard to anything pertaining to this subject that they may want information on. We will give an answer through these columns, or if a personal answer is wanted, a stamped envelope should be enclosed.

SHELF ROOM ESSENTIAL.

Unless the dealer can be convinced that goods are right as to quality and that they will move, he will not put them in stock. The trade paper helps the manufacturer, tells his story to the retailer. In this way, the trade paper helps make the advertising done to consumers of value since, if the dealer did not put the goods on his shelves, the customer would not see them and be reminded to call for them or made curious enough to try them. This point is well brought out by an expert on street car advertising who, in writing of the success of "Campbell's Soup" said:

"It (street car advertising) differs, however, from the poster in the points of variety and constant change of copy. Let it be understood that what I would regard as an underuse of the space proves very effective when combined with the necessary field work; when there is, so to speak, a reflection flashing to and fro between the ubiquitous car card and **the goods in every store.** Some products need but little factory-story: '6 plates for 10c.' and 'Just add hot water and serve,' **coupled with the presence of the goods in every store,** did the trick for Campbell's Soups. The cute little pictures and the kindergarten rhymes did not convince anyone, but they secured attention to the two lines just quoted and to the distinctively labeled package. These points were all recalled to the mind of the housekeeper **when she stood before the counter trying to make up her mind what she needed from the shelf behind the salesman, where she saw that same distinctive package,** the sight of which recalled to her: '6 plates for 10c.'; 'Just add hot water and serve.'"

The Advocate can tell the dealers of your advertising and help convince them that your goods are worthy a place on their shelves.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

417 Shotwell St., near 18th, San Francisco.

505 SAN PABLO AVE., OAKLAND

1020 J STREET, SACRAMENTO

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Olives are in big demand.

Fight the flies in the store.

Profits are the paramount issue.

Candy demand is on full blast now.

Everybody wants lemons nowadays.

Demand for fly paper, is increasing.

Keep the scales clean and accurate.

Roasted coffee deteriorates in keeping.

Don't try to push window goods just now.

A cash system in the grocery is one shortcut to success.

Preserving season's with us. It means more business.

Lazy proprietor, lazy clerks; busy proprietor, busy clerks.

Put some picnic baskets, loaded with picnic dainties, in the window.

The young man who looks for easy jobs will find hard ones in due time.

Don't try to economize on ice this weather. It is worth all you pay for it.

Don't make customers ask, "How much?" so often Put price cards around the store.

Keep the seasonable goods prominently displayed both in window and inside the store.

Do a little REAL advertising and see how it works. Don't be a chump and condem advertising without trying it.

A bag and twine holder is a saver of both time and money, and still some grocers let the bags scatter all over the counter.

Use the first of your courage for the hardest piece of work in sight, and there will be zeal enough left for the easy tasks.

Toothpicks and matches are small things, but those of poor quality are mighty annoying to the customer, and to the grocer as well.

Every grocer should study coffee, in order to become master of its secrets. The dealer who knows coffee has a valuable business asset.

People are always finicky about their eating in hot weather. They must be tempted with things unusual, or unusually attractive.

The per capita consumption of coffee and tea in the United States in 1904 was seven gallons greater than the consumption of all intoxicants.

The thinking retailers had something doing in their towns on the Fourth and it is pennies to peanuts that they reaped a harvest. Did you?

Where is the bulk of your capital, in the bank, in stock in your store, or is it "on your books?" If it's on your books it's in a mighty poor and risky place.

Novelties catch the public eye. When you get in anything new put it in the window with a big placard and tell the people about it in the newspaper ads.

The dead-beat is a reptile who should be stamped out of existence, and yet there are merchants who allow slow payers to dally with them indefinitely.

People don't want poor groceries, even at a very low price. In handling "snaps" and "job lots", see that the goods are not so poor as to hurt your business.

Look out for leaks in your establishment. If you found cracks in the floor you would fill them. When your expenses become too large then it is time to curtail.

A good demonstration of some of the cooling drinks ought to help business in that and other lines wonderfully just now. Advertise tea for making iced tea.

Comparatively few years ago no grocer ever thought of selling bread or cakes or pies. Now they all do it in the city, and many of the country merchants as well.

Let the order clerk take out a few samples once in awhile. Give him a package of the new biscuit or some such novelty and if he is any good he will sell some.

Keep the candy stock moving, so that it will not get stale on your hands. Better buy a little often than to hold some until it tastes of everything in the store.

Beware of investing heavily in an untried specialty. It may be all right, and then again it may be all wrong. If there is any speculating to do let the other fellow do it.

When a merchant becomes "exclusive" it is bad business,—for the merchant. The money of "the best people" won't go any farther than that of the ordinary human beings.

The merchant should use as much care in his advertising as he does in

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

PRUNES

We Make a Specialty of

SELLING DIRECT

To the Dealer

HE SAVES the middleman's profit

QUALITY

We handle the **Products of Our Own Orchards ONLY, Cured and Packed by Ourselves.**

UNIFORMITY

For this reason dealers are safe in making a speciality of our fine Prunes, since they will be always the same.

CLEANLINESS

Our **Dry-Yards** and **Packing House** are clean as a kitchen. Our fruit needs no washring before cooking.

SATISFACTION

You can **"Money-Back"** our goods to your customers We guarantee them and protect you.

HOW MUCH CAN YOU USE ?

Correspondence Solicited

Los Gatos Cured Fruit Co.

— LOS GATOS, CAL.

buying his goods. You are spending money in each instance and you should make it go as far as possible.

Be sure you don't devote too much time to cursing catalog houses, trading stamps, premiums, box car merchants and other trade evils and not enough to keeping the store up-to-date and attractive.

Keep the cheese covered. The flies and the loafers may not like it that way, but everybody else will. Get a cheese cutter, too. They save time, money and trouble, and help to build up the cheese business.

Opening prices on 1906 candied citron have been made and they are higher than last season's figures. It is considered by posted men in the grocery trade in Chicago that no lower prices are probable.

The standard of store service is constantly rising, and the public knows it. To be satisfied with anything but the best and most up-to-date service in your store is to declare your candidacy for a place in the ranks of the "has-beens."

Make a specialty now, while the season's on, of pie-making materials. There are blueberries, blackberries, cherries, apricots and peaches, and all these ought to be mentioned prominently in your advertising, both by circulars and in the newspapers.

The man who sells groceries cannot know too much about them and their proper preparation for the table. There will be a big demand for good machine oil this fall and every merchant should see that he has an adequate stock on hand when the harvesting season opens.

Canned peas have advanced and the best informed people are saying that they are going still higher before another pack is ready for the market. The crop is short in every state this year except Wisconsin, making the country's total output very light as compared with a normal pack.

Character in the leaf, character in the cup, that's the thing that will save the consumption of tea in the United States from dwindling away to vanishing proportions. Give it character and then advertise it, and if it is kept uniform in flavor the profits should repay.

Offer the housewives of your city or town some attractive grocery bargains—real ones. Don't oblige them to form grocery clubs and send their money away for "a splendid assortment" and "a handsome present." It is a woman's "bargain" instinct that impels her to do this. Satisfy it at home and she will not get up any more clubs.

"Fussy" trims in which cheesecloth, tissue paper, muslin or scroll work are used are not worth while in the grocery store. Make the store look clean, neat, busy, attractive, but don't waste time and labor in attempting to transform it into a fairy bower or a palm garden. Eleborate trims catch the dust and dirt and sell no goods.

Maine's pack of corn may not exceed 75 per cent of last year's output. It has been estimated that the reduction in the state's corn acreage will be over rather than under 25 per cent. Estimates are largely guesses, of course, but a 25 per cent reduction is more than conservative. It is the concensus of opinion of Maine packers that higher prices will ultimately prevail.

There is a big demand now for olives and pickles in bottles. A good deal of business is to be done at this time of the year in "picnic" goods. Why not dress one of your show windows with a display of sardines, bottled pickles, olives, catsups and sauces, salad-dressings, cheeses, wafers and a dozen or so other articles.

The system of running bills at stores is responsible for an immense amount of evil in the world, of hypocrisy on the part of the debtor, who goes about flaunting finery he hasn't paid for, and of bitterness and cynicism on the part of the tradesman, who often hardly dares present his bill for fear he may offend and lose his wealthy customer.

Opportunity is a shy creature, and does not wait long for any hesitant soul to make up its mind to follow its leading. "Come with me and I will do you good!" says Opportunity, and always adds immediately, "Come now!"

It is not easy to figure out just how it pays to keep the grocery store looking well. But pay it does, for we can hardly recall a single successful merchant whose premises had a tumbled down appearance. The way of the systematic man shows everywhere, from the front door to the delivery wagon.

When you buy some new goods learn all about what you are buying and then impart your knowledge to all your clerks. It certainly shatters the confidence of your customers when they come in and ask about something you have on your shelves or counters and find that they can learn nothing regarding what is under the label. Both you and yours should know what you are selling to your trade. It is a sad fact that too many grocers do not know the difference between "chum" and "red Alaska" salmon and this also applies to many other goods that the grocer sells every day

Teach your clerks to be absolutely truthful to customers. It pays, far better than deception. A housewife said the other day, "Even if I were to move to another part of the city, I would keep on trading at Smith's. I can always get just as good a selection when I order over the telephone as I could if I went to the store and picked out the things myself." Don't let the clerks always tell the customers that everything is "fine today." It is not necessary for them to "knock" the things they are trying to sell, but if the strawberries are not very good, let them say so, and advise the customer to buy peaches.

FREE DEAL

Blue Label Ketchup

Dealers who have not already placed their orders for Blue Label Ketchup through the representative of the Fred. F. Hobbs Co., should not delay placing their orders for future delivery. If you will drop us a postal we will have one of our salesmen call on you so that you can fill out your order to be shipped through any jobber you may select.

All orders placed with us for future delivery entitle you to 50 cents per case rebate on pints and 25 cents per case on half-pints and quarts.

Remember Curtice Bros. **Blue Label Katchup** is packed 25 pints and 25 half-pints to a case. This secures you an additional profit.

FRED F. HOBBS CO.

NORTHERN CALIFORNIA REPRESENTATIVES

Temporary office, 922 Franklin Street - - - - Oakland

Phone 6319

MAINTAINING PRICES.

Manufacturer Must Take the Initiative and Carry Out Plans Consistently.

The method advocated by the retail grocers of the Pacific Coast of having the manufacturer fix the price at which his goods must be sold and then **steadfastly carry out his policy for the maintenance of that price** is being employed by a number of manufacturers of grocery specialties at the present time.

Those who have adopted this policy because they honestly felt that it would pay them to insure the continuance of the interests of the grocers in their goods by guaranteeing the profit and who have the backbone and the nerve to **play no favorites,** find that the trade as a whole, both wholesale and retail, welcome their methods.

The policy of Enoch Morgan's Sons Co. with "Sapolio" is an example of this.

Rebates on Sapolio are seldom made and when made, it is so secretly that the established price is not upset. The wholesaler who makes the rebate dare not make capital of his dishonesty by letting it be generally known. He therefore endures a loss without any commensurate advantage The law is recognized and violations are an exception to the rule.

Weak Kneed Manufacturers.

But there is another class of manufacturers who establish the law of a selling price without any definite idea of enforcing the law. These men occasion confusion for the trade and loss of trade for the honest merchant who lives up to his agreements since the manufacturer either overlooks the violations of the dishonest merchants (who secure trade by their dishonor) or else enters only a weak and futile protest which is worse than nothing since it annoys without securing any advantage.

No Honor Among Thieves.

An "honor" contract will hold honest men. Unfortunately there is always a percentage of dishonest men in every line of business. It is unfair, illogical and bad business to tie up the honest men on an "honor" contract which the dishonest men will not respect.

The manufacturer who is in earnest will use the "might" to which he is entitled by law and thus tie up the thieves. The honest dealers will gladly profit by his law which restrains the thieves forcibly but which does not gall them since it asserts them and is in no way a drawback.

An Awful Example.

We give herewith a letter sent out a few months since by Charles B. Knox, a manufacturer of gelatine, who made a law and then, apparently, left it to the "honor" of the trade to keep it or not. In perusing this letter, the reader should remember that "Sapolio" and "Magic Yeast" insist on the maintainance of their selling price and make the same respected because they have no "honor clauses but have the backbone to insist that they will investigate the thieves and will act promptly and severely with all who violate their contract.

Mr. Knox's Letter.

"The writer has just finished quite an extended trip among the far West and Middle State jobbers, and has endeavored to learn how well the honor contract on price on Knox's gelatine has been kept. I find a great many jobbers who can show they have not billed the goods at less than $1.20 per single dozen, or $14 per gross, but when questioned down they do not claim they have kept the price, so there is no honor in the contract where both sides do not live up to the letter of the law.

"One man in San Francisco boldly came out with a circular and quoted it at $12.75 per gross, claiming to be overstocked. So, as far as honor is concerned, if held strictly to the letter of the law, and cut off from selling direct from this factory, as I have done in at least 20 odd cases, it looks very much as if I would have to cut off the United States and find some other country where an honor contract would be kept.

Was Scolded Severely

"I have tried faithfully to keep my part of it. I have been constantly scolded by jobbers for not cutting off this or that jobber, whom they could not prove was cutting the price, for they could not find any receipted bill, which I have demanded in every case before cutting off the jobber, or else find it printed in his circulars, price lists, etc., for less than $1.20 per single dozen, or $14 per gross. I find that the jobbers who are cut off are supplied with Knox's gelatine by their

J. H. NEWBAUER & CO.

Importers and Wholesale

GROCERS

430-432 Fifth Street

P. O. Box 489 San Francisco.

The reorganization of our business has been rapid, and our deliveries are again assuming normal proportions. We are therefore prepared to fill orders for the general line of groceries, cigars and tobacco. Send us your orders, and same will have most careful attention

Watch us Grow!

brother jobbers, and feeling sore toward me for cutting them off, they continue to cut the price.

NOTE—Jobbers do not dare to supply "cut off" jobbers with Sapolio.)

"I have now come to the conclusion that jobber's on Knox's gelatine and several other lines that stand at the top for quality and demand, are simply doing business for pleasure, and I have to stand all the kicks, cuffs, etc., from this end with no redress. I think I have hammered long enough, and it is a question of the jobber taking his own medicine. I shall keep Knox's gelatine to the highest standard I know how. I shall advertise it even stronger in the future than I have in the past, but as for cutting any more jobbers and quarreling with those who have cut the price, I now open the gate and it is to go as you please.

Advises Illegal Combinations.

"If your local combination of grocers can get together and among you put Knox's gelatine on a list price that you will sell same at and keep your word among one another, it will be to your best interests, but as far as the writer is concerned, he has to own he is whipped to the finish."

Each jobber knew how far he dared go with Knox's gelatine and the dishonest men promptly went the limit. They forced the square jobbers to do the same or lose trade.

Had Chas. B. Knox "held down the lid" firmly from the beginning, the trade with the exception of a few of the thieves, would have been as gratified with getting a profit on his gelatine as they have been with the profits on Sapolio during the past fifteen years.

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

ANOTHER CARNATION FACTORY.

It is reported that a branch factory of the Pacific Coast Condensed Milk Company is to be established at Mount Vernon, Wash. The cost is to be $100,000.

WASHINGTON.

North Yakima.—The Phillius Gallant Co. has purchased the grocery business of the Inland Commercial Co.

Sprague.—The Farmers Cooperative Store Co. has purchased the business and general stock of K. J. Hanley and will do business at that stand. Capital, $50.000.

Alboin—James B. Armstrong, engaged in the general mercantile business at Albion for the past 10 years, died at his home in that town last week from dropsy.

Springdale.—Jerry Cooney, a prominent general merchant, has announced his candidacy for the office of state senator from Stevens County on the Republican ticket.

Marysville.—S. A. Kiso has succeeded T. G. A. Boer, grocer.

Tacoma.—W. W. Westerbrook has succeeded George K. Whitney.

Tacoma—H. Hogen has purchased the grocery business of John Lindberg.

GOOD WISHES FOR FRISCO.

San Bernardino, July, 12, 1906.

A. H. Powers, S. F., Cal.

Dear Sir: Enclosed find draft to cover enclosed bill for subscription to the "Advocate." With best wishes for the future of your valued paper and stricken San Francisco, we remain,

Yours truly,

FEETHAM & McNEIL.

FRED SCHLOH HOPEFUL

"Slightly disfigured but still in the ring."

This is the wording of a big sign over Fred Schloh's store on 24th street.

Carnation Cream Sales

SALES

Continue to Grow

EVERYBODY WANTS

Carnation Quality

TAKE NO CHANCES — SELL

CARNATION

AND BE THE MODERN MILKMAN

PACIFIC COAST CONDENSED MILK CO

Manufactures, Seattle, Wash.

OFFICE AND WAREHOUSE, Cor. 9th and West Sts., Oakland

JOHN H. SPOHN CO., Agents, San Francisco, Cal.

San Francisco Address, 3533 16th St.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your Specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, - - California.

JOURNALISTIC PROSTITUTES.

Trade papers that are publishing the premium advertisements of Arbuckles, premiums for retailers willing to overload themselves with Ariosa, should certainly blush every time they issue a paper.

"No man can serve two masters." No trade paper can expect the support of the retailer and of the mail order house at one and the same time.

Papers of the stamp of our local shame, the "Grocer and Country Merchant," who have so few grocery subscribers that it doesn't matter what they print, can afford to print the ads of a firm that says:

"Don't accept store coffee, it is not clean"—**Arbuckle's advertisement.**

There is your text, gentlemen. Are you still selling Ariosa? If you are don't you think that reciprocity demands that you give it the cold shoulder?

"We drink it ourselves, with the best coffee in the world to choose from."—**Arbuckle Brothers.**

What a taste the genial gentlemen have to be sure! According to their own statement they "have the best coffee in the world to choose from," and yet they drink Ariosa, a coffee costing 14.90 cents a pound!

But whether they do or do not has nothing to do with the case. The retailers of the country will not, as a rule, compete with retail mail order concerns on a special brand of goods made by the mail order concern.

"We distribute 4,000,000 presents in twelve months."—**Arbuckle's ad.**

This firm sells by mail. It gives double premiums—to the dealer and the consumer—the cost of which is included in the price to the retail dealer!

Who pushes Arbuckle's coffee?

P. J. KENNEDY CHANGES.

P. J. Kennedy, who has been with the Wm. Cluff Co. for 20 years and has been one of the firm for 6 years, has withdrawn from the wholesale grocery business and is now in the building trade. He withdrew from the Wm. Cluff Co. on July 14th and is now a member of the Show Company with offices at 15 Oak St., near Van Ness Ave. Mr. Kennedy should be a decided success in his new business if brains and push and energy count.

SAPOLIO'S AUTO.

Enoch Morgan's Sons Co. have sent J. P. Gillespie, their California representative, a new automobile. Mr. Gillespie proposes to tour the state from the northern line to San Diego. He says the new machine is a wonder and he is greatly pleased.

Mr. Gillespie's address is Box 86, Palo Alto.

Peters Bros., Baltz & Dittman
PROPRIETORS
The California Brewing Company
DOUGLAS ST., Between 17th and 18th, San Francisco, Cal.

Scheer, Morehouse & Grandi,
Commission Merchants
Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.
Shippers please send all consignments to San Francisco, foot of Spear St.

Dodge-Sweeney & Co.
Hathaway Wharf, San Francisco
FOUR BLOCKS SOUTH
FROM FERRY DEPOT
Shippers please send all consignments to San Francisco unless otherwise requested

AMERICAN CANNED MEATS.

Government Action Assures the Wholesomeness of All Future Output.

Under pressure of startling reports as to the unsanitary conditions existing in the big packing houses of Chicago, President Roosevelt ordered a special investigation into the conditions of the meat industry in Chicago. Labor Commissioner Neill and Special Commissioner Reynolds were detailed on the important task, and their investigation was most thorough. It showed there was great room for improvement; that the inspection system and sanitary regulations were deficient, but also showed that the conditions depicted by "muck-rake" writers **were woefully exaggerated and untrue.**

The president, with his customary fearless promptness, decided on the method of immediate remedy of the conditions without further hurtful notoriety. A meat regulation law was enacted by Congress. This measure provides:

1. Post-mortem examination of all cattle, swine, sheep and goats to be prepared for human consumption.

KELLY-CLARKE CO.
23 Market St., San Francisco
Now have in warehouse in San Francisco—
IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTER & GAMBLE CANDIES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

2. Condemnation and destruction of all unsound or unhealthy carcasses.

3. Inspection and stamping of all meat products, canned and otherwise prepared.

4. Inspection of sanitary conditions

as well as animals slaughtered.

5. **Prohibits shipment of products not marked "inspected and passed."**

6. Prohibits transportation by common carriers from establishments that have not certificate showing approved sanitary conditions.

7. Fine of $10,000 or two years' imprisonment, or both, for violation of provisions of act.

Under this law, the merchant can safely recommend all goods packed after January 1, 1907, when the law goes into effect and should use every means to allay the distrust of canned goods that is now so general.

NEWS OF THE COAST.

CALIFORNIA

Highlands—E. H. Harding of Rialto has purchased the stock, business and good will of the Marshall Bros. Grocery store and has taken possession. Mr. Harding has for some time past been a resident of Rialto, but having learned that Marshall Bros. had determined to retire from business he jumped at the opportunity to secure what has for years been considered one of the best businesses in Southern California.

Pomona—The firm of Miner and Heath (composed of Roy L. Miner and Louis W. Heath) has dissolved and the business has been bought by Edwin P. White & Co.

Messrs. White & Co., the successors. are from Wayne County, New York E. P. White has been here several months, during which time he has looked all over Southern Calinfornia for a business location. He finally decided upon Pomona. He is a young man and comes with a pocket full of recommendations.

Hanford—Cooper Leggett has a store building finished on his property just west of the city limits on the fair ground road, and has opened with a stock of staple groceries. He has also put in a soda fountain, and dispenses soft drinks.

Ukiah.—On July 5th a fire started in the grocery store of P. H. Matthews The structure was a wooden one and the blaze spread all over the building in a few minutes. P. H. Mathews, the proprietor, was sleeping over the store. He jumped out of one of the upper windows and rushed into the store in an endeavor to save his books. He was overcome by the heat and did not regain consciousness for some time but is now out of danger.

Ukiah.—On July 2nd the grocery store of Geo. Higgins was gutted by fire and most of the contenes ruined. The contents of the store was insured for $2,500.

Eureka.—The contract for supplying the county hospital with butter for the ensuing year was awarded to Leheide & Vorrath. Leheide& Vorrath and Z. Russ & Sons each bid 24 cents per pound. Nine years ago the same incident occured between the same firms ,and at that time the Russ Market was awarded the contract and consequently this contract was awarded to Leheide & Verrath. G. M. Connick was awarded the contract for furnishing the county hospital with groceries offering lower tenders than did Leheide & Verrath and C. V. Otto.

Oakland— Ben Howland and Joseph Hawkley have started in the grocery business at 815 Washington street. Mr. Howland was formerly the manager of the grocery department for Salinger Brothers and has a host of friends. Mr. Hawkley was also connected with Salingers' grocery department and is well and favorable known to the many patrons of that firm.

Ocean Park—One of the most prominent groceries of Ocean Park is that of Kuno Baum. It occupies large puarters and is most attractively fitted up. Mr. Baum personally supervises the store. To assist him, he has five competent clerks. The store has been established somewhat over two years.

Ocean Park.—The Venice Grocery Company was started with the town's begining. It occupies a large, bright airy store. The proprietor is Robert A. Meyer, a fine business man and a practical grocer.

Ocean Park.—The Pacific Grocery of Ocean Park was started up seven years ago, the present proprietor having had possession since June 7, this being George F. Mackay, an experienced grocer and a man of fine reputation as to integrity and capabilities. The store maintains four clerks, while one wagon provides for the necessary delivery system.

Palo Alto.—W. S. Zeller, owner of the Mariposa building, has bought and taken possession of the grocery business formerly known as Black's, and will give it his personal attention. Mr. Zeller has had fifteen years of experience in the grocery line and fully understands all of its details. He is up-to-date in every way and the assurance is that he will do a successful business here. He will employ experienced help, install some new fixtures, add a few lines of desirable goods and dispense with others and in the end will have as fine a grocery store as there is to be found anywhere in California.

Pasadena.—The employees of the Taylor Grocery Company recently surprised Mr. Richard Taylor, the President of the company, on the fiftieth anniversary of Mr. Taylor's birth. The evening was pleasantly passed in playing games and charades, a short musical program was rendered. Refreshments of ices and cakes were served.

Los Angeles.—Richard Taylor, who owns a grocery store at No. 209 East Colorado street, pleaded guilty to a charge of violating the city ordinance regulating the posting of signs to attract trade. Under the city ordinance grocers have no right to display their wares on the sidewalks in front of their places of business. Taylor was fined $2.

Ocean Park.—L. H. Young carries the largest stock of groceries, fruits, vegetables, etc., in Ocean Park. His store is large and commodious. Mr. Young employes six competent clerks, and his delivery system is highly perfected with four wagons. Jevne's bread and cakes are carried, and orders are also taken for wood and coal.

Red Bluff.—The Board of Supervisors awarded the contracts for county supplies to Andrew Schafer, for groceries and provisions for the County Hospital.

Colusa.—A new grocery and produce store will be opened about October 1st in the building now occupied by Geo. Allgaier. The stock will all be new and first-class in every respect. Mr. Allgaier will remove his stock to the new Pirkey building about October 1st.

Whittier.—M. H. Mills, proprietor of the "Enterprise" grocery has purchased the "Hoosier" grocery of L. J. Carpenter, who has conducted it for a number of months. Mr. Mills started the "Hoosier" several years ago, but sold it later and then opened the Enterprise when he decided to enter the local field again. Mr. Mills will for the present conduct the two stores as separate establishments.

Santa Rosa.—Troubles have not been coming singly to Kopf & Donovan, the well known grocers. On April 18th their fine large establishment at the corner of Fourth and A streets was burned to the ground and they lost heavily on the contents of the store, to say nothing of the suspension of business. On the afternoon of July 10th, their large warehouse, barn and stables on First street was burned to the ground, and in addition also a large quantity of goods stored there. They also had four horses burned to destroyed ,and they lost a large quandeath, wagons and other vehicles were tity of hay.

San Pedro.—C. E. Pierce, of the firm of Pierce Brothers, grocers is at San Luis Obispo sulpher springs. Mr.

J. A. GAMBLE

REPRESENTING

PLUG AND TWIST DEPARTMENT

of

... The ...

American Tobacco Company

Temporary Office

6th and BROADWAY, OAKLAND

Pierce decided to try the efficiency of the sulphur springs for a few weeks, hoping to recuperate his health and indulge a needed vacation.

Palo Alto.—The Home Grocery is once more back in its old hands, Mr. Bigler having found it to his advantage to resume possession of the progressive little store. Many improvements will be made in the store, its fittings, its stock, etc., and the greatest improvement of all will be the adoption of a principle of strictly cash trading—no credit to anyone.

Long Beach.—Extensive remodeling is being done in Newberry & Pascoe's Grocery store on Pine avenue. This is one of the Newburry stores in this city, the other being known as the "Bee Hive." W. F. Pasco manages the Newburry and Pasco store personally.

OREGON.

Portland.—A. H. Willett & Co. succeeds McKinnon & Sons in the grocery business located at 128 Grand avenue. Mr. Willett is an old resident of Portland and his many friends will be pleased to know of his new location, as Mr. Willett's reputation for strict business principles, with prompt service and the very best of goods, will guarantee to him success in his enterprise.

Springfield.—E. E. Kepner is erecting a large warehouse on the rear of one of his store buildings. C. H. Pickett will occupy the building July 1st and will carry a full line of hardware and groceries.

Baker City.—James Osborne has sold his grocery business at the old Jett stand to Mr. John Daly, who has taken charge.

Eugene.—Frank Mathews will take charge of the Scarborough & Co. store Monday, having bought the business. During two years of High school work Mr. Mathews was purchasing agent for one of the largest produce houses in Portland, learning much in that part of the business. For five years he has been associated with Mr. Scarborough in the business and knows every detail of it.

TAMALE MEN RENEW.

The Spanish-American Food Co., canners of tamales, soups, pork and beans, etc., are located at 180-190 Erie St., near Mission. Their phone number is Special 367. They have a temporary factory at 2873 16th street. They announce that they will have a large new factory ready soon.

Scheer, Morehouse & Grandi

Commission Merchants

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FORT WAYNE, IND.

PRICE PROTECTION.

Rapid Increase in Southwest Due to Irrigation—The Great Crops of Asia.

Southwestern lack of rain has little to do with the rice crop, says the "Wall Street Journal", N. Y. Texas and Louisiana as well as parts of Arkansas, depend on their irrigation cannals! These account for the rapid increase in output for this country, from 253,-100,000 pounds in 1900 to about 600,-000,000 pounds in 1905.

Yet all this is but a drop in the bucket, compared with what Asia grows. There rice is the staff of life. The crop of 1904 was 96,129,100,000 pounds, of which British India grew 49,682,900,000 pounds, Japan 16,060,-600,000 pounds and Java and Madara 10,091,200,000 pounds. Growth by continents is as follows:

Rice Crop by Continents

Continents	1904-lbs.	1900-lbs.
N. America..	643,800,000	307,300,000
S. America..	25,000,000	24,000,000
Europe.....	2,039,300,000	2,045,400,000
Asia	96,129,100,000	89,152,500,000
Oceanica ...	36,400,000	34,600,000
Total	98,893,600,000	91,584,400,000

From the above totals it appears that in four years from 1900 to 1905 the rice crop of the world increased only 8 per cent, or 7,309,000,000 pounds. In this time the world's wheat crop has increased 697,000,000 bushels or practically the quantity grown yearly in the United States. But the increase in wheat has been at nearly three times the rate of increase in rice, even comparing bushels of wheat with pounds of rice.

The agricultural department estimates that only about 11 per cent of the world's rice crop enters the channels of international trade. In this trade, British India, Cochin China and Siam are the leading exporters. Japan is the greatest buyer. In 1904, 1,961,-938,000 pounds were taken by that country. No other country ranks in importance as a consumer of foreign rice. Singapore, however, takes nearly a thousand million pounds; very largely because of the liberal proportion of Chinese in its population. Next comes Ceylon, whose crop is about the size of that of the United States, but whose needs are a million pounds in excess of its crop.

A BIG WAREHOUSE.

Plans have been completed for a five story brick warehouse for Newmark Bros., at 322 East First street, Los Angeles, which will cost $50,000. It will be used for the storage of tea and coffee and will be 120 feet in size. It is to be completed in four months.

HARM DOWN TOWN

Wm. E. Harm, the well known and popular Kartuffel-buhr, is once more "down town". He is now located at 150 Vencia St.

SUES ANOTHER CUTTER.

At Bellingham, Washnigton, the Crescent Manufacturing Co., makers of Mapleine, Crescent Baking Powder and other grocery specialties, is fighting the same battle as is Grogan the olive oil man in Los Angeles. A merchant named George cut the price of Crescent baking powder.

The company alleges that he agreed to maintain the price and that his failure to do so is damaging its business. The damages asked are $1,000.

The case differs from the Grogan case in that the Crescent company demands cash damages whereas Grogan is content with an injunction preventing a continuation of the price cutting.

This is the second suit of this nature undertaken by the Crescent Mfg Company. The first was successfully prosecuted two years ago against a notorious price-cutting firm in Seattle, a permanent injunction having been secured restraining defendants from further cutting prices on the products of the company, the question of damages being settled out of court.

The Crescent Mfg. Company is a staunch adherent to the association plan of controlling the price cutting evil through the contract selling system. On all of their products a minimum retail price has been established which price is protected by contracts for the enforcement of which suit is promptly instituted when necessary.

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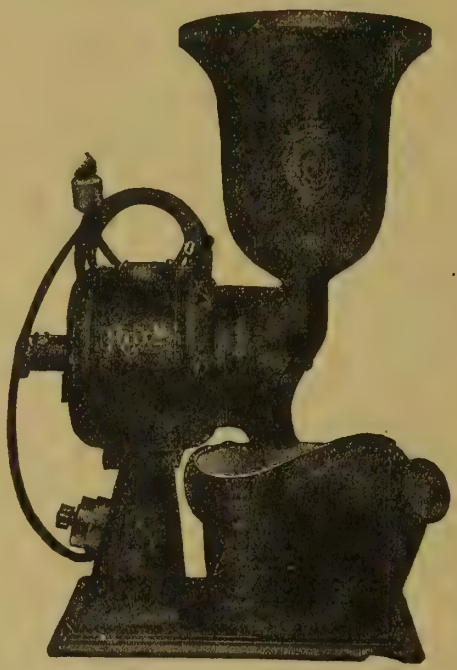
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MAKING ICED TEA.

Information That Retail Grocers Should Give To Their Customers.

James A. McGuane, New York manager of the Salada Tea Company, gives the following excellent advice relative to the making of iced tea. The information was intended to be imparted to customers and is particularly apropo at this time of the year:

"When tea is to be served iced, it should be made two or three hours in advance and allowed to cool gradually. Then the ice and lemon added just before being served.

"It is worth your while to experiment in this yourself a little.

"Try pouring hot tea on ice and you will find a great deal of the flavor is gone. Then put some hot tea in your refrigerator and you will discover that it will soon begin to ferment and get more or less milky, which, of course, means spoiled.

"The right way to make this healthful, delicious and refreshing summer drink is as follows: Use about one-quarter more of the dry leaf than you would when making tea to be served hot. Pour on boiling water and allow to steep five minutes (do not allow it to remain longer on the leaves—all the good can be extracted in that time). Pour off and let it cool gradually. Never use any artificial means of cooling until it is time to be served. Then ice and lemon can be added. The better way, though, is to put cracked ice and a slice of lemon in each glass. When iced tea is to be served it should be made two or three hours in advance, or time enough for it to get cool gradually.

"Claret iced tea is a most delicious and refreshing summer drink, and it is made as above, adding a teaspoonful or less of claret to each glass. Put the claret in last; it will remain on top until stirred and gives a beautiful appearance.

"Don't use a cheap tea for iced tea. It is poor economy at all times, and particularly when you are going to use it iced.

"Tea when properly made and poured off the leaves will keep for two or three days perfectly if kept in a moderate temperature."

SARATOGA CHIPS SCORCHED

Prompt work on the part of the fire department on July 10th prevented the destruction of the Klingenberg Saratoga Chip Factory, near Third and Adeline streets, by a fire which was caused by the ignition of a pile of rubbish in the rear of the plant. When the firemen reached the burning structure the flames had obtained a good start, but the fire was extinguished with slight damage to the factory.

ANOTHER CRACKER FACTORY

Sacramento, Cal., July 10.—John Ochsner has sold to H Wittenberg his property on Second street, between H and I. It is proposed to establish a large cracker factory on the site secured yesterday, and Wittenberg, who is manager of and a heavy stockholder in the Pacific Coast Biscuit Company, of Portland, Oregon, is at the head of the movement. Local people, whose names have not yet been disclosed will be associated with Wittenberg, and articles of incorporation will be filed in a few days.

It is proposed to erect a modern cracker plant with an immense capacity, which will give steady employment to 125 to 150 people.

The site has a frontage of 120 feet on the west side of Second street, with a depth of 100 feet. This will permit of the erection of an immense building suited to the needs of a manufacturing plant. The price paid for the property was $14,000.

As soon as the articles of incorporation of the new company are filed, construction work on the plant will be commenced, in order to be ready for business before the holidays.

Denver Wants Data.

Denver, Colo., July, 1906

Retail Grocers' Advocate, San Francisco, Cal.

Gentlemen: In your issue of March 2nd, 1906, you have an editorial, in regard to the Supreme Court decision in Pennsylvania in the Loder vs. Jayne case in regard to the right of a proprietary manufacturer, or other manufacturer, who advertises a product to continue the control of the product as to price, clear to the consumer. The decision on this line, at this particular time are of great importance to this Association

Will you kindly give me as complete list of the Court Decisions on this line, as you have at your hand, or the information as to how and where I may be able to obtain them.

Thanking you at this time for the many valuable ideas, that we have obtained, that appear to have first been published in your paper, I am,

Very respectfully yours,
DENVER RETAIL GROCERS ASS'N
By S. W. Babcock Sec'y

Note—This information is being prepared for our Denver brothers.

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Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

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The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.

First Vice-President, Geo. B. Doyle.

Second Vice-President, J. S. Irvine.

Treasurer, J. F. Schomer.

Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.

Secretary, Frank B. Connolly.

STATE DIRECTORS MEET.

A meeting of the Directors of the State Grocers' Association was held on last Thursday.

President Warnke of Alameda was able to attend and received many congratulations on his recovery from his recent misfortune.

A committee consisting of Messrs. Bibo, president of the Associated Retail Grocers of San Francisco, Frank B. Connolly, H. Hauch of Alameda and A. H. Powers, editor of the Advocate, was appointed to meet with President Warnke to arrange a program for the State Convention to submit to the Board of Directors at their August meeting.

The State Directors passed a resolution asking the San Francisco grocers to secure for them a list of the insurance companies that were treating the retail grocers dishonestly and promised that such a list should be given wide circulation throughout the United States.

STATE CONVENTION.

The annual convention of the California State Grocers' Association is to be held at Oakland on Monday and Tuesday, Sept. 24 and 25th.

Every Grocers' Association of the State is invited to send representatives and participate in its deliberations.

Several important measures will be presented at the forthcoming legislature. Every association should have a voice in deciding what those measures shall be.

The policy to be decided during the ensuing year will also be decided upon.

Every grocer of the State is invited to attend. If his town has no association, the grocer may participate in the action of the convention by becoming an individual member.

FFRISCO GROCERS PLANS.

The Associated Retail Grocers of San Francisco proposes to help its members in the following ways:

1st—To enable them to unite in getting their insurance money and their claims against the authorities.

2d—To prevent abuses by the wholesale trade, such as selling to consumers.

3d—To increase profits by making it pay manufacturers to prevent cutting on their goods.

4th—To collect bad bills.

5th—To give warnings against dead beats.

6th—To get better laws.

7th—To help members in every way possible.

Every grocer in San Francisco should become a member.

WILL ATTEND CONVENTION

Pepperwood, Humboldt Co., July, 13th.
A. H. Powers, San Francisco, Cal.

Dear Sir: Enclosed you will find my check for $4.00, being my past year's subscription and another year in advance. This is the best way I know of showing our appreciation for the Advocate.

Give my regards to State President Warnke and the other officers. I will try and attend the Convention of the State Association in September.

We are doing a big business this summer. Increased trade has made it necessary for us to put in another clerk.

Your truly,
GEO. R. YOUNG.

WANTS BETTER QUALITY.

Richmond Grocer Urges Action for Purification of the Meat Market.

The following earnest letter undoubtedly reflects the sentiments of the great mass of California grocers:

Richmond, Calif., July 17th 1906.

Grocers' Advocate,

San Francisco, Calif.

Dear:—We notice that you are deprecating the efforts on the part of the president and others to secure really effective inspection of canned meats, etc., on the ground that exposure of present conditions is bad for the grocery business.

It is certainly rather a bad time for the meat end of the grocery trade. But don't you think the blame for this condition rests with the dishonest and criminal practices of the packers rather than with the "muck rakers?"

It has been amply proved that unwholesome meat products have been put up and sold to the consumers, and that packing house practices, too nauseating to think of, have been in effect regularly. The packers have been caught red-handed at worse than thievery, at practices and methods which must injure the health of those who use their products.

That they are not guilty, we have only their words in such articles as you print in your last issue, a crude and insulting attempt to indute the support of the grocers under the plea of "business," (?) apparently supposing that the grocers of the country are so cheap and so devoid of principle as to sell their manhood and aid in poisoning the people for the pittance in profits that comes from handling and pushing their stuff.

Would not the grocers—and the Advocate—show better judgment by siding with those who cry for cleanliness and purity, for real inspection and wholesomeness, waiting until this is brought about to push canned meats?

Yours truly,

MURDOCH MERCANTILE CO.

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

The market is firm with no changes.

New York, N. Y., July 19.—Raw sugar remains firm at 3 23-32c for 96 deg. centerifugals.

TEA.

J. B. Brown & Co. report:

Prices hold steady to firm.

Foreign Markets.—Formosas are higher by at least one-half cent a pound. Congous and Pingsueys are 12½ to 15 per cent higher than rates ruling two weeks ago. At the moment prices in producing countries do not show any special inducement to would-be importers.

COFFEE.

New York, N. Y., July 3.—Volney, Green & Son, report:

"Options have ruled higher earlier in the week, but there was little change. Many holders have become firm believers in the market and will not part with their holdings except at full market prices."

RICE.

New York, N. Y., July 10.—Dan Talmage's Sons' Co., report:

"Notwithstanding the interruption of the National holiday inquiry has been of quite satisfactory character and rather in excess of previous seasons, equal period. Orders are almost invariably insistent on prompt delivery or shipment, showing that stocks in hands of distributors are not burdensome. Assortments generally are not full, and after considerable shopping on part of buyers, they are taking in absence of duplicates of previous purchases.

"Advices from the South note steady market on the Atlantic Coast. At New Orleans there is a good demand; offerings rather poorly assorted, and prices on fancy sorts advanced. In the Interior-Southwest Louisiana and Texas stocks of cleaned are gradually being absorbed, so that holders are as a rule, indifferent sellers except at full prices. The rains of past two weeks have been very helpful to the growing crop and much of the planting which was delayed, has been accomplished; although the risk of untoward weather during the growth and late harvest, leaves outcome problematical.

"Cables and correspondence from abroad note firm markets, with tendency toward higher rates."

Chicago, Ill., June 29th.—The "Grocers' Criterion" says:

"Notwithstanding the present momentary quiet the general position, the rice market is firm owing to the depletion of stocks which have decreased rapidly under the steady consumptive demand which has prevailed continuously of late. The supply of choice grades is limited an dthere is practically nothing left in the lower grades and holders of these two extremes are asking fancy prices for what stock is in hand.

The growing crop does not promise well. While some rain has fallen recently in the rice districts it has been insufficient so far to save the crop and recent information from there indicates that the output will be much reduced. It is impossible to say as yet what proportion of the crop will be harvested, but that it will be much smaller than usual is absolutely certain at this writing.

"Demand at primary distributing points continues active and supplies held in reserve there are rapidly disappearing under the steady onslaught of buyers."

FRUIT CONDITIONS.

Chico, Cal., June 27.—E. T. Reynolds & Son report:

"It is the general opinion among dealers and growers alike that good prices will prevail throughout the coming season for all varieties of dried fruits.

"There will be no dried apricots worth mentioning in this part of the state.

"Almonds are very light—not more than four cars in this section, as against about twenty-two cars last year; some sales by certain almond growers at 15c and up for Nonpareil; buyers are very eager to get hold of some almonds.

"The peach crop in this immediate section will aggregate thirty cars, as compared with thirty-six cars last season; a full crop would be about 125 cars.

"The peach crop is short in the great Sacramento valley, which is the largest peach growing section of the state. Buyers have been canvassing

Western Meat Company

Headquarters and General Offices

South San Francisco,

San Mateo County Cal.

Our Plant and Packing houses at South San Francisco, San Mateo County, and our branch houses at Oakland, Sacramento and San Jose are uninjured and are working under full pressure. We are filling San Francisco local orders from cars at Seventh and Harrison streets, San Francisco.

for peaches for the past two months a few lots were picked up early at 7c; now a choice crop would sell at 9c Growers do not want to sell until the peaches are cured, and even at top price it is almost impossible to make contracts.

"Prunes will be a full average crop. It is likely that all of the sizes will be plentiful early in the shipping season Several hundred tons were contracted for early in June at 2½c basis; during the past week a few sales have been made at 2⅜c basis. Buyers and sellers are apart now; nothing doing; growers are stubborn and will not make any concessions. Nobody can guarantee a large crop of dried prunes. Practically all prunes are dried in the sun on trays, in the same manner as raisins are dried. If the weather is favorable during the curing season, then there will be a full average crop. Unfavorable weather may ruin a large art of the crop at the last end. These uncertainties count heavily in making predictions as to prices."

Portland, Or., July 9.—Cherry growers of the state are complaining because the packers are paying only 4c per pound for the season, while those in California are paying as high as 7c. The growers of Bartlett pears also say that they are offered $20 to $40 per ton while the California growers have prices ranging from $60 to $75.

DRIED APRICOTS.

Ontario, Cal.—As high as 11c per lb. has been offered for this year's crop of apricots as against 7c and 7½c last year. Many growers are holding off for 12½c and some expect as high as 15c before the season closes.

San Jose, Cal., July 11.—If the growers stand firm there is no reason why they should not secure the 2¾c per lb. for their crop this year that they have declared for. Packers by various schemes usually succeed in stampeding the growers so that they will sell at low prices and then secure all the profit by taking advantage of crop conditions. The crop this year is not very heavy but is fairly good. The basis of 2¾c is reasonable and just. While the acreage devoted to prunes has increased materially the consumption has also increased by millions of pounds.

RAISINS.

Fresno, Cal., July 17.—The summer has been a very trying one on the raisin crop. The elements seem to be working against the prospects for big returns. The crop will not be large but the cost of labor and other expenses are much greater than usual.

DRIED APPLES.

New York, N. Y., July 30.—Delmarle Bros. & Co., report:

"The market for October-November 24th delivery of prime evaporated apples advanced during the past week to 6¼c. Reports from up the state indicate that the coming crop will be about 75 per cent of the crop.

HONEY.

San Diego, Cal., July 11.—The "Union" announces:

"Local merchants say that while here was promise of plenty of honey because the sage bushes bloomed well, that the cold spell and dry weather were unsatisfactory. A normal size crop of honey is expected in the northern part of the country and back in the mountains, but along the coast the crop will not be so good."

Riverside, Cal., June 29.—Geo. A. Wilbur reports:

"Prospects are good for a light crop of light amber honey. Hardly any white will be produced. Buyers and sellers are about one cent per pound apart.

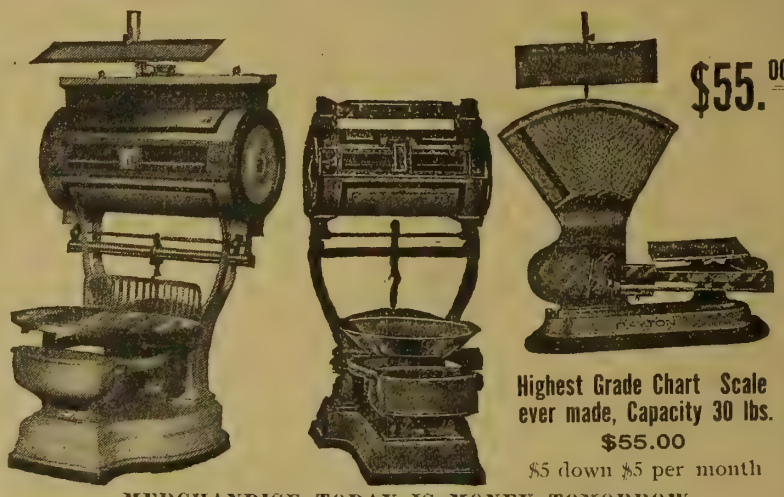
Denver, Colo., June 25.—The Colorado Honey Producers' Association reports:

"Although the prospects for the honey crop in this and adjoining states are fairly good, yet the output will be

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DAYTON COMPUTING SCALES
TEL. PARK 810
1482 Market Street, San Francisco.

much lighter than usual owing to unfavorable conditions and heavy loss in bees."

CITRON AND LEMON PEEL.

Importers announce that the market for citron and lemon peel will show an advance of one cent for August and September shipments.

NUTS.

New York, N. Y., June 30.—Arquimbau & Ramee report:

"Nuts continue to advance. Several round lots of Sicily filberts, Tarragona almonds and French walnuts have been taken up by large dealers who expect higher prices later on, and as a consequence are buying their supplies for early fall trade now. By the time new French walnuts arrive, at the end of November, the small stocks held here will be entirely consumed."

BEANS.

Sacramento, Cal., June 26.—Wood, Cutis & Co. say:

"There will probably be a moderately small crop of beans on the Coast this season. When the Fall trade opens prices will probably be quite a bit higher than now prevailing. We think pinks and whites too low. Bayos and limas are high enough although stocks of bayos are limited."

San Francisco, Cal., June 27.—Schultze-Hansen Co. report:

"This market is short of all varieties of beans except limas and pinks. Dealers generally consider the very low price of pinks uncalled for."

CANNED FRUITS.

Baltimore, Md., July 6.—The "Trade" reports:

"One by one each seasonable crop as its packing season closes, tells the tale of reduced packing. The knowledge that all the products of California will be short has seemed to make the market hungry for those goods."

A FULL LINE

of

GROCERIES

and

Dairy Produce

Butter, Cheese and Eggs,

Can Be Secured From

MORRIS BROS. & CO.

215-217 DRUMM ST.

CANNED PEACHES.

Michigan packers of canned peaches report they are all sold up and will take no more orders.

CANNED PINEAPPLE.

New York, N. Y., July 2.—Paul Taylor Brown Co. says:

"There was a slight advance during the week in Singapore pineapples. The market will probably continue to advance from now on. We base this belief on the market as it has gone in previous years."

PRESERVES.

Bridgeville, Del., June 23.—H. P. Cannon reports:

"Strawberries were about 35 per cent of a crop. The pack was very small. Raspberries were so small there will be none packed. Blackberries were about 40 per cent of a crop and selling too high for packers to use them."

CANNED TOMATOES.

Baltimore, Md., July 6.—The "Trade" reports:

"There have been a whirl of excitement in canned tomatoes and the reduction of prices has almost amounted to a panic. This is the result of the action of certain parties in the banking interest who unloaded tomatoes in order to reimburse themselves for money advanced on tomatoes as a security. At the present time, prices are at a basis of 92½c to $1. They sagged as low as 85c and later advanced to 95c. Country Standards are offered at 95c; fair at 90c; best quality at $1. There is little demand for futures. Packers are holding out firm at 77½c for Standard Maryland 3's. Some ask 80c. A few who pack favorite brands are asking 85c."

Baltimore, Md., June 30.—Thos. J. Meehan & Co. report:

"To-day, the money lenders poured blocks of tomatoes on an unwilling market, running the price down to 90c per dozen and the next day to 85c, which was a sheer drop of 50c per case in the course of 24 hours—something that has never before happened in the market."

Aberdeen, Md., June 30.—Strasbaugh-Silver Co. report:

"Sales of spot 3's have been made within the past week anywhere from 85c to $1.12½ with quantities ranging from 25 cases to 40,000. As a result of the natural reaction, it is difficult to fill orders for standard stock within the range of 95 to 97½c. Orders for future tomatoes have been booked during the week at prices ranging from 80c for handpacked, to 75c for standards. It will be difficult to book round lots based on 2½c per dozen advance since nearly all packers have sold as many tomatoes as they dared."

CANNED CORN.

Baltimore, Md., July 6.—The "Trade" reports:

"Corn is steadily improving. Standard sugar corn can be had now at 62½c to 65c. In the New York market, spot corn is firmer. The poor crop prospects have had the effect of keeping holders firm, but buyers are holding off waiting for the market to settle."

Aberdeen, Md., June 30.—Strasbaugh-Silver & Co. report:

"Spot corn has strengthened 2½c per dozen from one week ago, owing to the unfavorable outlook of the growing crop. We quote for immediate shipment; evergreen 50c to 55c; shoepeg, 60c to 65c; Southern pack, Maryland style, 65c to 67½c. Corn crop has been considerably damaged throughout Maryland and adjoining states and unfavorable reports come from the West and New York state and Maine."

CANNED PEAS.

Baltimore, Md., July 6.—The "Trade" reports:

"There will be about half a full crop of peas of the crop of 1906. The packers have learned that it does not pay to pack peas carelessly."

CANNED SALMON.

Seattle, Wash., July 14.—The "Trade Register" says:

"Reports of Alaska are of good packs, a few canneries being credited already with heavier packs than last year. Sound fishermen are looking for a heavier run than last year and the 'Trade Register' would not be surprised if the pack would be as large. While the Coast market is cleaned up except a few pinks held by one concern, from which a recent sale at 87½c is reported, it must be borne in mind that salmon being out of first hands does not leave the position as strong as appears, since jobbers in all the Eastern markets over-bought very heavily of reds and still have heavy supplies on hand. Another thing that is strange is that the South prefers to buy 'chum rather than pink at only 5c advance over the lowest grade showing the necessity of a campaign of salmon education. The market was never, and may never be again, in such excellent shape for being put on a permanent and profitable basis for all concerned. The new national food law is very strict as to mis branding and next year Eastern buyers will have to quit re-labeling everything 'Columbia river chinook' or anything else, or face the penitentiary. Already some of this year's Alaska reds have been labeled 'Sockeye.' All this must stop suddenly—and packers will get a square deal.

"Brady & Co.'s circular of this week quotes September-October shipment of hard salted red Alaska pickled salmon at $10.50 per barrel, medium red Alaska $8.50, pink Alaska $6, pink Alaska bellies, old goods, $9, f. o. b. Seattle barrels of 200 pounds net, freight to East 75c per 100 pounds, minimum cars 140 barrels or 40,000 pounds."

New York, N. Y., July 5.—The special correspondent to "Trade" reports:

"The market is steady with light movement. Chinooks are held with little doing, although filling contract for the new pack now arriving. The

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olumbia River pack, which is now
osing, will probably be the smallest
r years."

Vancouver, B. C., June 28.—The B.
Salmon Packers' Association have
en advised that the run of sockeyes
earlier than last year. The indi-
tions of the fishing season are good.
e Alaska salmon run is equally
omising. A large run of king sal-
on is said to be on in Alaskian wat-
s and Indian predictions are that
e season will be one of the most
markable ever known.

Portland, Or., July 7.—The Columbia
ver salmon canners are greatly
eased over the fact that the pure
d law passed at the last Congress
ll make it impossible for unscrupu-
packers to put the Columbia river
bel on their inferior stock.

Bellingham, Wash., June 29.—The
erald" says:

"Last night about 7,000 salmon, in-
ruding 1,200 sockeyes, were brough
the canneries of the Pacific-Ameri-
n Fisheries Co."

Chinook, Wash., June 29.—"The Ob
river" says:

"The usual run of sockeyes is start-
g much earlier than usual and give
promise of reaching large propor-
ns."

Chinook, Wash.—T. J. Gorman of
rman & Co. says:

"Prices on sockeye salmon will not
made before August 10th, by which
ne we will be able to estimate the
ck almost to a case. The Columbia
er prices will probably be the basis
ckers can afford to wait this sea
, as every sockeye packed will find
ready market."

Portland, Or., July 8.—"The Journ-
l" says:

"A good-sized run of small fish ap-
ared on the Columbia river during
past week. Reports from the low-
river say that canneries are run-
ning to their capacity and cannot han-
the fish."

Astoria, Or., June 26.—S. Elmore &
, report:

"With 25 per cent more gear in the
ter this year than usual, the pack
pickled salmon on the Columbia
er to date is about 50 per cent less
an last year at this time. Canned
mon shows only slightly better
is is taken as pretty conclusive evi-
nce that the river is 'fished out'—
mentably so. It also proves that the
ult of present artificial hatchery
thods is not all that could be de-
ed. The fish taken so far are of
e quality and of very fair size. At
present rate the pack will soon
irretrievably short."

Seattle, Wash., June 22.—Phil. J
ady, president of Brady & Co., re-
ts.

"Stocks consist of new pack Colum-
river salmon, opening price for
first grade being $1 for halves,
50 for talls and $1.60 for flats. While
s price may appear a little high,
the quantity produced can now
regulated, the packers having the
option of mild curing or pickling,
which pays, as a rule, better than
canning. Thus the Columbia river
fancy chinook can always be kept
down to a limited pack when fancy
prices can be obtained. Reports are
that the trade are booking, and we do
not consider the price high. Quality
is good.

"We are also in position to supply
new pack half pound flat Quiniault sal-
mon; quantity, however, is small.

"There is a fair amount of spot sock-
eyes, prices running from $1.40 to
$1 50 for talls, $1.60 for flats and $1.05
for halves. As futures will not be any
lower, packers are justified now in
quoting their spot goods at the ex-
pected future market.

"Practically all chum salmon was
cleaned up some time ago, and prac-
tically all pinks. There are a few
scattering lots held at 85c to 87½c.
With this in view, the market is very
firm on futures. Pinks, 75c, with an
upward tendency. As the pack of
cheap fish (in Alaska) runs last, es-
pecially chums, no one can tell what
the pack will be until it is up, the
better varieties having the preference,
and any unfilled cans will be filled
with chums and pinks, which makes
it a beautiful gamble. Our advice to
the trade is to buy pinks at 75c before
they go to 80c.

"Red Alaska futures look to us to
open at from $1 to $1.10. In a general
way, we believe that the canned sal-
mon situation will gradually increase
for the next two or three years, until
the next big pack comes on."

AMERICAN SARDINES.

New York, N. Y., July 3.—Jed Frye
& Co. report:

"The continued great scarcity of fish
at the sardine canneries has forced
the packers to make a very radical
advance on prices for deferred ship-
ment, and the new basis for future de-
livery is as low as conditions will war-
rant. The prices of spot goods are
unchanged since the advance of last
week, but another advance is liable to
occur shortly."

New York, N. Y., July 3.—B. O. Bow-
ers Co. reports:

"The packing industry is practically
at a standstill on account of the
scarcity of fish. There has been no
fish for over a month past amounting
to anything. The pack of 1906 up to
July 1, by comparison with the pack of
1905 will run short over 350,000 cases.
The pack of 1905 ¼ oils is about ex-
hausted; of ¾ mustards a limited
quantity remains on hand. There is
a fair demand calling mostly for new
packed goods. Market value to-day, f.
o. b. Eastport, Me.; ¼ oils, $2.40; ¾
mustards, 50 tins, $2.15; ¼ mustards,
$2.70; fancy wrapped ¾ mustards,
from $2.75 to $2.90 per case. If fish
conditions continue as they have for
the last month it will probably be
necessary to advance prices beyond
above quotations."

New York, N. Y., July 4—The special
correspondent to the "Trade" reports:

"An advance of 10c by the packers
have had the effect of reducing the
little trade that was passing. The
run of fish is light and packers re-
fusing to sell at the advanced prices.
The present prices are: Drawn cans,
$2.40; key opened cans, $2.50."

CANNED SHRIMP.

Owing to the State regulation re-
cently enacted by the Legislature of

RETAIL GROCERS

Can secure financial, legal and other assistance free of cost. Blanks furnished grocers who must swear to schedule of losses showing items destroyed by fire.

Grocers' Relief Committee.

Nathan Bibo, President;
FFrank B. Connolly, Secretary
Joseph A. Stulz, Treasurer.

SECRETARY'S OFFICE—
901 STANYAN, COR. PAGE

Telephone: Fell 6161

Los Angeles Soap Co.

Temporarily located in the American Fuel Company's Warehouse

HOLLIS AND YERBA BUENA, STS., OAKLAND

P. O. Box 518, Oakland, Cal.

On or about July 20th will move to our own building

301-303 FRONT ST., cor. Sacramento, SAN FRANCISCO, CAL.

Mississippi, which fixed closed seasons of Spring and Fall and also the kin and size of mesh or net that must be used, the catch of shrimp is expected to be greatly reduced this season. Higher prices in the canned article are looked for.

SALT MACKEREL.

Chicago, Ill., July 7.—The "Grocers Criterion" says:

"In place of the 10,000 barrels which the Cape Shore fleet often bring in, the total this trip was little more than 2,000 bbls. This forces the trad to draw upon other varities than the Cape Shore mackeral for its supplies. The firmness of their market has been increased in consequence and there is a sharp upward tendency upon the most wanted and favored sorts. The difficulty in securing desirable stock is likely to increase as the time for Fall and Winter distribution become more active."

COD FISH.

Seattle, Wash., July 5th. "The Times" says:

"The fishing schooner Rolph D Long arrived in port this morning with 95,000 fish. This is the first catch to reach Seattle from the Behring Sea Banks. Terrible weather prevailed on the banks during the early Spring."

GLASS JARS.

Phil., Pa., July 7th.—The "Grocer World" says:

Since the opening of the glass jar season the prices on all sizes have advanced very radically. The opening cost price in a large way was $3.45 per gross for pints, $3.82 for quart and $5.48 for half-gallons. At the present writing the prices are respectively $4.99, $5.32 and $7.98. All these prices are delivered in Philadelphia.

This cannot be considered a market advance, as the opening prices were placed purposely low by the Hazel Atlas Glass Co. and Ball Bros., the two main factors, in order to freeze out independent operators. The plan succeeded, though the two conspirators sold many thousand gross of jars at a loss of about 50 cents a gross. As soon as the independents had disgustedly retired, leaving the two large concerns in control, the price was advanced in leaps and bounds and will probably go higher.

"The supply is not exorbitant, and cannot be, since the union factories have all closed down until September and practically the only concerns that can make jars are the Hazel-Atlas Co. and Ball Bros. All sorts of prophecies are heard as to probable prices, some authorities predicting $8 to $10 a gross on quarts."

HAY

Somers & Co. report under date of July 10th:

"Receipts for the past week amount to 2920 tons in comparison with 3350 for the week preceding. The market could have very readily absorbed heavier shipments. Hay keeps accumulating in ever increasing quantities at many country points, it being reported at the moment that several hundred cars have been loaded and are awaiting track room here. This fact is very generally known, so that in spite of light shipments being received here, the tendency of the market is towards lower prices. As soon as the situation is relieved there is bound to be a most decided drop. A little choice old crop hay continues to arrive and sells for very high figures. The new crop varies very materially in prices, the good sound hay being readily sold at good figures and the poor grades neglected.

"Present prices we quote as follows:

Choice old wheat hay	$16.50 to	$17.50
Good new wheat hay	13.00 to	14.50
Other grades same	10.00 to	12.00
New wheat and oat	10.00 to	12.00
New tame oat	9.00 to	12.50
New wild oat	8.00 to	11.50
Alfalfa	7.00 to	10.50
Straw, per bale	.30 to	.50

BUTTER, CHEESE AND EGGS

Business generally is of fairly good volume. This department is steadily working toward normal conditions.

Eggs are quotably lower.

The following quotations are as officially declared by the San Francisco Wholesale Dairy Produce Exchange for Thursday, July 19th.

BUTTER—Extras, 21c per lb; firsts 20c; seconds, 19c; packing or store 17c for No. 1 and 16½c for No. 2.

CHEESE—Fancy new flats, 11c per lb; Young American fancy, 13c; old New York fancy, 16½c; new Wisconsin, 15c.

EGGS—Selected, 21c per dozen; firsts, 19c; seconds, 17½c.

DEATH BENEFIT FOR EMPLOYES.

The American Tobacco Co. has announced its purpose to provide a death benefit to each of its employes whose salary is less then $50 per week. According to the announced program a sum not to exceed $500 will be given to each employee. All employes whose salary is less then $500 per annum will receive a sum equal to one year's salary. This innovation will effect 50,000 employes of the company and differs from other employer's death benefit in the fact that the employee is not asked to contribute to any fund in order to secure the benefit for his family.

MEETS INCREASED FAVOR.

The sale of McCoskey Account Registers is now in the heaviest in the history of this system on the Coast. Every mail brings new encouragement to the Coast Agent, Mr. W. A. Hawley, in the way of new orders, while those who have already installed the system are becoming its best advertisers.

FRESH STOCK OF
NUTRITO
Just Arrived.
CAN BE HAD AT
859 Franklin St., Oakland

The Rothenberg Company
Formerly 117 Battery St.
San Francisco
TEMPORARY LOCATION
Seventh and Kranklin Streets, Oakland

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA

U. S. Metal Polish

POLISH	
Qts.	$7.70
Pts.	3.00
½ Pts.	.90
PASTE	
1 lb.	$3.00
½ lb.	1.75
3 oz.	.50

Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON.
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
518 Eleventh St., Oakland, Cal.

AMUSEMENTS.

ORPHEUM.

This is a big show. The bill is made up of real headliners and from 8 o'clock till 11, the audience is kept interested. Nor the least entertaining part of the program is the big audience and the fun it has with the "Chutes" concessions in the intermission.

DAVIS THEATRE

Musical comedy and burlesque rules at the Davis Theatre on McAllister above Fillmore. The offering this week is "A Gay Old Time," which is full of laughs and allows of the introduction of a lot of catchy songs by numerous pretty girls. The theatre is a big improvement on the tent houses and is thoroughly safe. Prices are 25c and 50c with matinees on Saturday and Sunday, when the price is 25 c all over the house.

CENTRAL THERTRE.

Once more, it has come into its own. The title "Park," which was first used, has been discarded for the old name which brought fame and gain to the original projectors. This week, the offering is "M'liss." This is an effective drama of California in the early days. It is well staged and the company is well cast. The phone number if the Central is Special 777.

CHUTES

The one amusement place of the city that was not ruined is the Chutes. It is the same as always only a little better, perhaps, because of the larger crowds that are in attendance. The new concession "A Day in the Alps," is a very pretty bit of stage mechanism. The zoo and other features are perenially attractive.

BANZ SELLS SAFES

"Louis" Banz, who was for so long connected with the Cudahy Packing Co., is now representing the Howe Scale Co. This firm are selling agents for Hall's Safe Co. They sell Howe scales, safes, coffee mills, trunks, etc. Their office is at Market and Haight street. Mr. Banz should be a very valuable man for his new firm.

AN Interesting Letter.

J. R. Newberry, the Los Angeles grocer prince, in a letter to the "Advocate" says, among other things:

"Please find enclosed $2.00 to pay for subscription from Sept. 5, 1905 to Sept. 5th 1906."

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

SOLE PROPRIETORS

GILT EDGE WHISKIES

RYE OR BOURBON

Temporary Office and Warehouse

Cor Everett and Harrison Avenue, Alameda

Near Park Street Draw-bridge.

READY TO FILL ALL ORDERS.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Make Your Customers Your Friends by Selling them

ALPINE

... THE RICHEST ...

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat . . . . . .

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS . . . . . .

Alpine gives the Dealer a Profit. It pays you to handle it. . . . . .

For Sale by all Jobbers

Alpine Evaporated Cream Co.

Temporary Office

922 Franklin Street, Oakland

Factory: HOLLISTER, CAL.

THE RETAIL GROCERS ADVOCATE

A. H. Powers, Editor. SAN FRANCISCO, CALIFORNIA, JULY 27, 1906. VOL. 11, NO. 29.

LONG
Syrup Refining Co.

Are Supplying the trade from

Immediate Stocks

NEW PACK PRESERVES

JELLIES and JAMS

SYRUPS, SUGAR, (Bar and Powdered).
New Orleans Molasses of all kinds.

Eighth and Brannan Sts.
Telephone Park 793.



The Original Powdered Stove Polish
Mixes with Water Instantly

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OUR GUARANTEES:
To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.

PURE

We absolutely Guarantee the Quality of

HOME BRAND

Pickles
Vinegar
Catsup
Etc.

Shipped Promptly from Present Stocks in any Quantity.

NO CHANGE IN PRICE

Write or Telephone

Pacific Vinegar and Pickle Works

Haywards, Cal.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.

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The Merchants of San Francisco

HAVING ACCOUNTS WITH THE

Anderson Tool Co.
AND
Beck Hardware Co.

Who were burnt out, and whose fixtures were destroyed in the Great Fire are hereby notified that they are

Released from their Indebtedness

and can obtain a receipt in full by sending their present address to

Beck Hardware Co.

Atlas Building

604 Mission St., San Francisco.

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General Agents for

Dunn Cheese Cutter
Royal Electric Mills
Walker Counters and Bins
Dunn Oil Tanks
Royal Electric Meat Chopper
Refrigerators

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

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The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

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Nutrito, 859 Franklin, Oakland.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
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Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

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R. A. Holcomb & Co., 1920 Sacramento
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
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Fred F. Hobbs Co., 922 Franklin, Oakland.
The C. B. Jennings Co., 958 Franklin, Oakland.
Johnson-Lock Mercantile Co., 714 Broad&ay, Oakland.
Cal. Brewing Co., Douglas bet 17th and th18.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros. Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 922 Franklin St., Oakland.
"Sniders," John H. Spohn Co., Agts.,

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M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COCOANUT.

The Franklin Baker Co., John H. Spohn Co., Agts., 9th and West, Oakland.

DELICACIES.

Wieland Bros., Sansome and Lombard.

EVAPORATED CREAM.

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Carnation, John H. Spohn Co., Agts., 9th and West Sts., Oakland.

EXTRACTS.

Mutual Extract Co., Alameda.

ELECTRIC MILLS, ETC.

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FLOUR.

Crown Mills, 416 Jackson St.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

COMMISSION MERCHANTS.

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Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

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John H. Spohn Co, Agents, Oakland.

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OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

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U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

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Cudahy Packing Co., 417 Shotwell.
Western Meat Co., 17th and Harrison.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos, Cal.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

SAFES.

Richardson Bros., 121 Fifth.

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American Tobacco Co., J. M. Gamble Co., representative, 6th and Broadway, Oakland.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 201-303 Front.
Babbitts Brands, C. B. Jennings Co., -Agts., 958 Franklin St., Oakland.

SCALES.

"Money Weight," John J. Duffie, Agt., 1482 Market.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

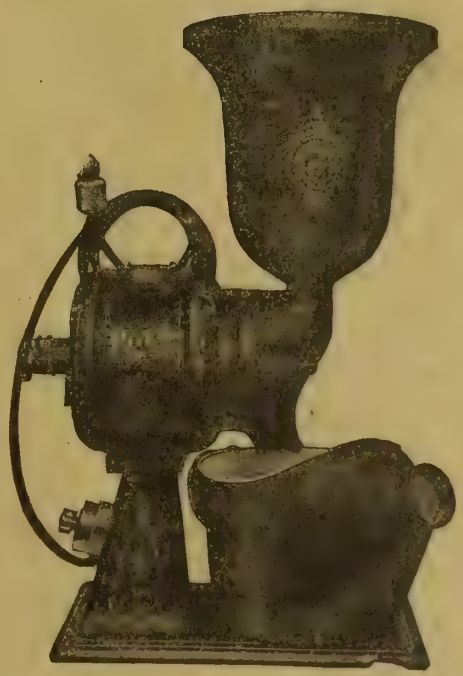
Morris Bros. & Co., 215-217 Drum.
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The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

ROYAL

Mills and Meat Choppers



SOLD ON EASY PAYMENTS

No Special Wiring Required. Screw PLUG into Incandescent Light socket.

DON'T FORGET

Our Coffee Mills

CUT THE COFFEE

They

DO NOT GRIND IT

Write for Descriptive Circular, Prices and Terms

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204 SYNDICATE BUILDING, OAKLAND, CAL.

What Can Surpass Them?

FOSTER BROS. CO.



NAPA, CAL.

Napa Valley Fruits

CANNED BY

Foster Bros. Co.

are still gaining demand. For instance our Extra Standard, Chief Solano Peaches have an individual excellence that forces itself upon the trade.

When our cans are opened the contents taste better than when fresh off the tree, our processing so intensifies the flavor. All that fruit merit stands for is covered under our label of Napa Valley Fruits.

We're now buying largely of

APPLES AND PEARS

Over 700 tons ready to run in our regular pack, canned by our special method. The Apple question is an important one in its phases and issues. This problem has exercised orchardists and aroused scientists. Our University Professors have worked assiduously in studying the proclivities of scale pests and fighting their ravages. Their learned, skillful and persistent efforts have resulted in a strategic assault upon the Codlin, the Aphis and his brotherhood, by a counter destroyer, the predaceous parasite from another clime. And so essential today is the protection of our trees that no foreign growths enter Golden Gate without strict examination. Thousands of such are every year barred out because of infection.

The people are greatly indepted to California University's investigations into tree and fruit diseases and their remedy. As a grand outcome of their sublime work we're now scoping in the

Cleanest, Soundest Apple and Pear Crop

ever grown. All Eastern sight drafts payable on presentation.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., JULY 27, 1906. NOL. 11. NO. 29.

THE

RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

State Convention.

The grocers of the State will gather at Oakland on Monday and Tuesday, September 24th and 25th. It will be a notable meeting. Every grocer who can should attend.

Our Price Lists.

We are arranging complete price lists that will be very carefully subdivided and will be carefully edited each week. The list will be ready in a short time.

Sugar.

Every indication is for a continuation of present prices for some time.

Coffees.

An adjustment of values and a higher range of prices are predicted. See this week's report.

Rice.

All through the South, experts insist that the bareness of the market and the poorness of the growing crop indicate higher prices.

Apricots and Peaches.

Both are high. Cots sell at 13½c and peaches at 10¼c, fit, Frisco, in car lots.

Prunes.

There will be a big crop in the Santa Clara valley this year and speculators are "selling short."

Canned Corn.

Bad weather conditions have made many packers withdraw future offerings, anticipating a short pack and higher prices.

GROCERS' CLAIMS.

Facts for the Consideration of the Authorities.

JUSTICE WANTED, NOT CHARITY.

Buisness Recognition Asked for Business Obligations.

When the authorities took the stocks from the stores of retail merchants, they incurred an obligation to pay for them.

When a committee took charge of the money sent to relieve the needy in San Francisco, they assumed an obligation to pay for the goods taken by the authorities and distributed for the relief of the general public.

To pay for goods so taken is not charity. It is mere business honesty.

When a few men on the Finance Committee presume to say: "We will pay you so and so much," to a merchant without regard to the real value of his claim, they do **what is dishonest**—unless the claim is one for which their committee is not responsible and they wish to bestow a gift out of charity, upon him.

In case the committee thinks it is not responsible for the expenses incurred by the authorities for the general relief—and that seems to be the case—the mechants should insist that they transfer the funds to somebody that is responsible.

Justice, Not Charity.

The Associated Retail Grocers protest because they are being treated as objects of charity.

They object to being treated as beggars.

They insist that they are not asking alms.

They come as business men to ask for what is due them by the authorities for what was taken from them for the general relief.

If their claims are not just, not a cent should be paid.

If their claims are proper and proven, they should get value for what was taken from them.

Committee's Wrong Ideas.

Arnold Pollok is credited as saying: **"It does not seem to me that the donations o fthe relief fund intended that it should be spent in the interest of the people that were not burned out."**

The merchant says: "You took my goods for the general relief. Pay me their value. Had they not been secured from me they would have had to be purchased elsewhere. I don't ask that this money 'be spent in my interest,' I ask that you pay me for my goods that you took so that I can go back into business."

Mr. Pollok also is quoted as saying: **"Take the grocer who had $2,000 insurance and wants $6,000 for confiscated goods. We should take his own estimate and not pay him more than $2,000."**

Nothing more monstrous than this could be imagined!

In substance, the authorities, through Mr. Pollok, say:

"We took $6,000 worth of your property. But we will only pay you $2,000 because that is all the insurance you carried and it is all you would have got if your place had burned."

An honest government would say: "We took $6,000 worth of your property and we will pay $6,000 for it."

If the relief funds were where they should be—in the hands of the authorities who took the goods—the courts would say the same.

Insurance No Guide.

As a matter of fact, merchants are not allowed to insure for the full value of their property. Even had they felt they could afford to carry the extreme amount of insurance allowed them, that sum would not amount to the valuation of their stocks.

The committee has refused to pay certain claims of merchants whose stores were afterwards destroyed by fire.

When the authorities took certain goods, they became responsible for goods and should pay for them.

The **Advocate** hopes to see justice done the merchants of the city.

The Finance Committee pays 100

SNIDER

CATSUP--FREE DEAL

Will be Declared off Earlier this Year

The greatly increased sales make this necessary.
Most of the wise Grocers have alreadv placed their orders.
Are you one of the wise ones ? If not — Get wise
ORDER today ——Six ways to ORDER

With each **Five Cases** of Snider's Catsup, Pints, one case of Snider's Catsup, Pints FREE.

With each **Three Cases** of Snider's Catsup, Pints, and **Two Cases** of Snider's Catsup, half-Pints, one case of Snider's Catsup half-pints, FREE.

With each **Ten Cases** of Snider's Catsup, Half-Pints, one case of Snider's Catsup, Half-Pints, FREE.

With each **Five and Half Cases** of Snider's Catsup, Half-Pints, half Case of Snider's Catsup, Half-Pints, FREE.

With each **Ten Cases** of Snider's Catsup, Quarts, one case of Snider's Catsup, Quarts, FREE.

With each **Five and Half Cases** of Snider's Catsup, Quarts, half case of Snider's Catsup, Quarts, FREE.

Deliveries on above deal are to be made after September 1st, 1906 and before January 1st,1907.

The T. A. SNIDER PRESERVE CO.

Snider's has the greatest sale in the world
You cannot get too much Snider's
Snider's on your shelves is as good as sold
You cannot say this of any other catsup
Snider's is by far the best
Remember you take no chances with Snider's
Snider's is unconditionally Guaranteed
Send us your order and the name of your Jobber

John H. Spohn Co., Agents, Temporary Address Oakland

SNIDER

cents on the dollar for goods it buys in Chicago.

It should be as honest with the local merchants from whom it seized goods for the general relief.

MR. BIBO'S POSITION.

He Explains His Attitude in Regard to Letter to Grand Jury.

In the daily press, Mr. Allan Pollok criticizes N. Bibo severely for having allowed the Associated Retail Grocers to take the action they did.

Most of the claims that were brought forward in complaint at the meeting of the Associated Retail Grocers were not passed on by the Auditing Committee, of which Mr. Bibo was a member. They were set aside and acted on by the Finance Committee.

Mr Bibo could not but recognize the fairness of the claims of the members of the organization over which he presides and he explains the fact in the following letter to the daily press:

MR. BIBO'S LETTER.

The Associated Retail Grocers of San Francisco have asked that a change be made in the interest accorded the local retail grocers (and to merchants) by the Finance Committee having the Relief Funds in charge. As representatives of the Relief Committee have criticised my action (since I acted on the sub-committee by whom a portion of the bills were audited), I desire to explain the position of the organization over which I have the honor to preside.

The Associated Retail Grocers of San Francisco contend that the Finance Committee being a branch of the Relief Committee which seized certain goods for general relief, is responsible for the payment for those goods.

We contend that payment of such claims is not charity, but a matter of business.

We contend that every cent proven (not asked for, mind you, but **proven**), should be paid dollar for dollar.

Responsible for Liquors.

We also contend that when the authorities seized liquors they became responsible for the value of the same and should pay for them just as well as any other article taken.

We also contend that the fact that a store burned after the authorities took its contents for general relief, gives no release to the liability of the authorities any more than it would to a private individual.

We contend that when the Finance Committee presumes to insist on paying a merchant only the insured value of his stock for goods they took, that they are doing something for which the only excuse is that they are doleing out charity, which we hold is not the case.

Honesty Not Questioned.

I wish it clearly understood that neither myself nor the organization over which I preside question the honesty of Mr. Pollok or the other gentlemen of the Finance Committee. We do, however, question wisdom and fairness of the methods employed in scaling down certain claims without regard to their justice.

Were the authorities bankrupt and unable to pay in full for the goods used for the relief of the needy, then the members of the Associated Retail Grocers would not insist that they should be paid dollar for dollar upon the goods taken from them. Since there are ample funds on hand, these merchants feel that they should be paid fully.

Appeal to the Grand Jury.

Since the Finance Committee, by its declared policy, evidently considers the settlement of the claims of local merchants in the light of charity rather than the settlement of a business obligation, we felt that our only recourse is an appeal to the Grand Jury, which represents the city of San Francisco to whose citizens as a body—and not to any particular individual or individuals—the relief funds were sent. We still hope that the atttitude of the Finance Committee will be changed.

The action of the Associated Retail Grocers of San Francisco was the result of a unanimous vote of those attending the regular monthly meeting for July. Every member present at this meeting protested at the way claims were handled and many reported complaints of members who were not present.

Hoping that the Finance Committee will reconsider their judgment as to claims that would be considered proper in a court of law, we remain. Very Respectfully. **Nathan Bibo.**

President Associated Retail Grocers of San Francisco.

MAPLEINE
...A...
Trade Winner



Our attractive talking Display Cards placed in your store will do the work if you will carry te goods.

Every customer using MAPLEINE will help you sell more.

It is the true maple flavor besides your profit nets from 50 to 75 per cent.

JOHN H. SPOHN CO., Agents

Ninth and West Street, Oakland.

Crescent Mfg. Co., Mfgr., Seattle.

J. SOLOMON PLEASED.

It may interest grocers whose claims were cut down or disallowed and who are not able to get anything for the liquors taken from their stores, that the organization known as the "S. F. Retail Grocers" are dee-lighted. Mr. Pollok says in this regard:

"J. Salomon, who is president of the Retail Grocers' Association, called on me yesterday and said that he himself was pleased with the action of the claims committee."

It serves the men right who allowed their names to be used as directors and thus give SALOMON a chance to pose as representing an organized body.

NEWS OF COAST.

CALIFORNIA.

Redding.—Ed. Sutton, who for nine years has been employed in Charles Jacobson's grocery store, and who for three years has been chief clerk at that establishment, has tendered his resignation, to take effect on August 1st.

Highland Park.—The Highland Park grocery, 5701 Pasadena avenue, reports a rapidly increasing business, under the new management of Philip D. Colby. A fruit display has been installed, which adds much to the attractiveness of the store.

San Dimas.—The new manager for the Poston & Co. store will be J. Nichols of Westminster, Cal., a successful and experienced groceryman. Mr. Nichols, who is a married man with a large family, will probably take charge of the store about August 1st.

Santa Cruz.—A new firm of grocers, composed of M. J. Silva of Pleasant Valley, near Valencia, and E. E. Grummons, formerly with O. M. Ellis & Co. of Soquel, has started in business at Capitola.

Colusa.—Porter E. Rice will open up a grocery store in the building now occupied by G. W. Allgaier on October 1st. Mr. Rice is a Colusa boy. He recently graduated from a San Francisco business college, and has had an extended experience in the grocery business. He will carry a full line of groceries, green goods, and fruits.

Long Beach.—The grocery store of F. J. Dean was burglarized on July 12th. About $20 worth of cigars and sixty pennies were taken.

Los Angeles.—Mr. A. Hellinghausen, prominent grocer of this city, returned home last week after a visit to his mother at Muskogee, Indian Territory.

OREGON.

Portland.—Mrs. H. Minsinger has opened a grocery at the corner of Eighteenth and Alberta streets.

Portland.—Hoss & Farrell have opened a new grocery store at the corner of Mississippi avenue and Morris street.

Portland.—Miller, Buck & Co., is the new grocery firm which has started in business at the corner of Williams avenue and Fargo street.

Portland.—The Giblin grocery, at 530 Union avenue, near Russell, has been sold to Mr. Lensch, formerly city salesman for Wadhams & Kerr Bros.

Salem, Or., July 10.—County Fruit Inspector E. C. Armstrong today called upon all retail grocerymen and secured from them an agreement not to buy from farmers any fruit infected with the San Jose scale.

Portland.—J. Weinstein, a grocer, doing business at 683 First street, has instituted suit in the State Circuit Court against the Glens Falls Insurance Company for $500. Mr. Weinstein avers that he suffered fire loss in this amount on February 21 last, and that the insurance company has refused to pay.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Baker City.—Billy Moeller, of the grocery firm of Moeller & Park, has returned from a three months' outing in Alaska. For some time his friends feared he had been lost in the wilds, but he escaped, after many narrow escapes, securing some fine bearskins as trophies of his prowess in the North.

Springfield—C. H. Pickett has opened a grocery store here. Mr. Pickett removed from Eugene.

Baker City.—J. W. Daly, formerly with the Daly Mercantile Co., at Baker City, has purchased the Osborne grocery.

WASHINGTON.

Spokane.—Hug Bros. are opening a grocery store.

Chicago.—C. Carli will erect a store building and open a stock of groceries.

Walla Walla.—The McGrew Grocery Co. has filed articles of incorporation.

Spokane.—J. C. McEacheran has purchased G. C. Schwartz' grocery store.

Anacortes—E. A. Phillips is erecting a warehouse, 40x100 feet in dimensions, for the storage of flour, feed and building material.

Kalama.—J. P. Hansen, a well-known produce grower, has opened a grocery, feed and farm produce store under the name of Hansen's Cash Store.

Everett.—The Everett Retail Grocers' Association has set July 25 as the date for its annual picnic. The program arranged will assure entertainment for the large crowd which always attends these events, while the location on the Puyallup Indian reservation is well suited for the occasion.

Seattle.—Howard Stutsman, driver for the Madrona grocery, was dragged from his wagon while passing an outlying park ,and badly beaten and choked. Money amounting to $33 was taken. It was three hours before the driver recovered consciousness and returned to the store.

Toppenish.—Fire at Toppenish completely wiped out the general merchandise store and warehouse of Coffin Bros. at this point. The loss is placed at $20,000, of which $17,500 was on stocck; insurance, $10,000. The company is planning at once to replace the structure with a fireproof building.

Everett.—J. E. Powell, a traveling salesman, pleaded guilty at Everett to the charge of forging a draft on Proctor & Gamble and was sentenced to six years in the penitentiary. When the defendant learned of the severity of his sentence he was given leave to withdraw his plea of guilty and the case will come up for hearing in September.

Brookdale.—T. Hall is opening a grocery store.

Seattle.—Ferdinand Factor's grocery store was destroyed by fire.

Spokane.—B. C. Phillips has purchased the Ideal Grocery from E. Turner, Jr.

Washtuena.—Fred McKissick has succeeded Copper & McKissick, general merchants.

Colville.—W. F. St. Quintin will discontinue his restaurant and devote more attention to his grocery store and bakery.

Vancouver.—A merger has been effected by the Vancouver Grocery Co., managed by T. L. Henrichsen, and the C. D. Hayes Co., under the firm name of Hayes & Henrichsen. A brick store building 40x100 feet is to be erected at the corner of Main and Seventh streets for the new company, which will carry full stocks of groceries, hardware, dry goods, etc.

Clarkston.—Billups & Bridges have opened their new grocery store at Clarkston.

Tacoma.—Fred Voegtle, formerly foreman for the Far West Lumber Co., is opening a new store at 2901 Pacific avenue.

Tacoma.—R. E. Leonard has associated himself in business with E. Leonard, who recently purchased the grocery business of Young & Co., at South Tacoma, and the firm name will be Leonard & Son.

IDAHO.

Nampa.—The Idaho grocery has been opened.

Nampa.—Langtree & Paterson have opened a grocery store.

Copeland.—C. S. Cole has succeeded C. S. Cole & Co., general merchants.

Harpster.—The O. C. Lapp Co., limited, has incorporated to carry on a general merchandise business.

Cottonwood.—S. Goldstone is erecting a two-story store building at a cost of $4,000.

Boise.—The Red Front Grocery was sold by Garrett Bros. to Miss L. E. Plummer. Later Miss Plummer traded the store to D. M. Cox for an improved ranch south of Boise. The ranch is valued at $3,150.

NEW WHOLESALE GROCERS

Two prominent Berkeley men have organized a wholesale grocery company with a capital stock of $100,000 to be known as the Threlkeld-Blohm Company. The members of this firm are both old residents of Berkeley for M. C. Threlkeld, who is president of the new concern, has resided in Berkeley for many years, and is in the employ of the Southern Pacific. Charles Blohm, secretary and manager, has been a resident of Berkeley for many years, and was formerly in the employ of Getz Bros., a prominent wholesale firm in San Francisco.

The firm will be located at 45-47-49 Hubbell street, San Francisco. While they are waiting for the building of these premises, their headquarters are at 26 Stenart street. A full line of groceries and provisions will be handled.

BUYING EXCHANGES

A Wholesale Grocer Tells About the Evils That Caused Them.

We give herewith an extract from an address delivered at the recent wholesale grocers' convention:

"It is only fair to the members of the buyers' exchanges to say that the recognition of chain stores, department stores, catalogue houses, and large retailers by some manufactures has really forced the buying exchanges, or combinations of retailers, into business. As long as the chain store, department store, large retailer and catalogue house are buying their goods direct from the manufacturers, just so long will we have the buyers' exchanges."

These are facts that have always been maintained by the "Advocate".

There is no question about the fact that while buying exchanges help the few men who belong to them, they are a detriment to the many who do not.

But it is also a question of doing what must be done and the wholesalers have permitted and, in most instances, have encouraged, conditions that made it necessary for men who dared and knew how, to form buying exchanges.

The wholesale firms still have the power to blot out buying exchanges in the West. They can only do it, however, when they give the dealer in their place, protection in his profits and also prevent any firm that sells at retail from getting the jobbing discounts.

Jacob Goldberg, of Goldberg, Bowen & Co., is suffering from a broken shoulder blade. He was accidentally pitched out of his carriage recently and as he is well along in years, and of large and robust build, his many friends are gratified he escaped with no worse injury.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

417 Shotwell St., near 18th, San Francisco.

505 SAN PABLO AVE., OAKLAND

1020 J STREET, SACRAMENTO

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

WHAT PREMIUMS COST.

Since the Arbuckles have started their big premium campaign, the Woolson Spice Co. have made a reduction of 1½ c per lb. on their "Lion" brand of which is the same cheap truck that is sold under the "Ariosa" brand by the Arbuckle people. On June 20, Arbuckle Bros. made the following official announcement:

"Arbuckle Bros. say that they have no intention of meeting the recent decline in the price of a certain packaged coffee, claiming that the superior quality and grade of their 'Ariosa' brand warrants maintaining its present price."

The extra 1½ c is what it costs the retail grocer to go into the general merchandise business selling so-called premiums for the Arbuckle Bros at a big profit to them.

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

HUMBOLDT PROSPERS.

Frank Matthes of the Pacific Vinegar & Pickle Works has just returned from a trip through Humboldt county, which he reports is very prosperous. All the lumber mills are working over time and pay of laborers has been recently advanced. As a consequence everybody has plenty of money and consumers are glad to purchase an high class article, even though it may cost a little more money. For this reason, Mr. Matthes was able to make many large sales of the "California Home Brand" pickles, etc., for his concern.

"I want to say," Mr. Matthes stated, "that I find the merchants wherever I go eager to give San Francisco the preference in their orders whenever it is possible. They are doing some business with Portland and other jobbing centers. They buy from those centers only what they must and the amount of business they do with San Francisco is regulated entirely by what the San Francisco jobbers are able to deliver.

"This sentiment on the part of the Humboldt county dealers is an example of their generous sympathy for our stricken city.

"Our representatives in Eureka, Messrs. Parker & Leavenworth, are doing a splendid business. They are a very popular firm, owing to the fact that they have always accorded very fair treatment to their clients."



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

PRUNES

We Make a Specialty of

SELLING DIRECT

To the Dealer

HE SAVES the middleman's profit

QUALITY

We handle the **Products of Our Own Orchards ONLY, Cured** and **Packed** by **Ourselves.**

UNIFORMITY

For this reason dealers are safe in making a speciality of our fine Prunes, since they will be always the same.

CLEANLINESS

Our **Dry-Yards** and **Packing House** are clean as a kitchen. Our fruit needs no washring before cooking.

SATISFACTION

You can **"Money-Back"** our goods to your customers We guarantee them and protect you.

HOW MUCH CAN YOU USE ?

Correspondence Solicited

Los Gatos Cured Fruit Co.

LOS GATOS, CAL.

ASSOCIATION ROSTER.

PACIFIC COAST.

Retail Grocers' Association.

President.

F. B. Fancher—Sacramento, Cal.

First Vice-President.

J. R. Newberry—Los Angeles, Cal.

Second Vice-President.

Fred Dresser—Portland, Ore.

Third Vice-President.

C. Anderson—Spokane, Wash. .....

Secretary and Treasurer.

H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.

First Vice-President, Geo. B. Doyle.

Second Vice-President, J. S. Irvine.

Treasurer, J. F. Schomer.

Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.

Secretary, Frank B. Connolly.

A TALK TO CONSUMERS.

Logical Arguments Used to Show the Wisdom of Buying at Home.

A Michigan grocer induced his home paper, in which he advertised, to print the following letter to the public. The local papers will be glad to help the men who make their existence possible. The merchant should supply the editor with facts and prices and the editor will be glad to give the publicity:

"Do you buy your goods of your home dealer or some far away catalogue house?

"When the next catalogue comes, see how much they offer you for your grain, hay, potatoes and your other different kinds of farm produce. How much do they offer you for your hogs, cattle, sheep, etc.? How much for improving your roads, bridges and the support of the county, state and township? How much do they contribute to the church and how much have they paid toward the building of churches in our vicinity?

"If your neighbor should lose his house by fire and you take up a subscription, how much does the mail order house donate?

"Do they help match that team for the poor man that had the bad luck to lose one of his horses?

Rights All Wrongs.

"Go to your home merchant and see if he is not willing to right all wrongs.

"After your account has run a year or so without your paying any interest, does he quarrel with you and tell you that it had ought to have been paid long ago, or does he smile and ask you to have a cigar?

"Send in your cash orders to your home merchant and see if he can't give you as good value for your money as does the mail order houses.

Catalogues Demand Cash.

"You may ask why we don't issue catalogues? We have not the millions to do it with, and we have to do some credit business.

"Do you remember the good turn the home merchant did you when he extended that line of credit to you when you needed it?

"Did you get mad and quit trading with him when he dunned you?

"Now my Republican friend, if this protection you spoke of in the last campaign, is good for our **country,** it is good for our **county.**

"And my Democrat friend who talked free trade, we quote your principles when we say: **We buy your produce,** will you buy from **us** or from the mail order house who buys only from cororations and trusts?

"Now my farmer friend when your money is gone or your crops have failed do the catalogue houses extend you any credit?

"If those articles you got did not give satisfaction do you tell them about it? Did they make it right?

"Now, my friends, before buying of the mail order house, think if this is justice to your home merchant. Take the catalogue and compare the goods and the prices with your home merchant and learn what he can tell you about the real, landed at the depot, values. Respectfully yours,

Steve Allen, Dighton, Mich.

WANT HAWAIIAN TRADE.

The Wholesale Grocers' Association and the North Pacific Coast Jobber's Association of Portland held a meeting last night and decided to send a delegation to the various island cities in order to secure business. The steamer Hilonian, which loaded cargo at Portland for Honolulu was able to secure only about 550 tons.

HARRY UNNA CO.

REMOVED TO

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH

One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

FREE DEAL

Blue Label Ketchup

Dealers who have not already placed their orders for Blue Label Ketchup through the representative of the Fred. F. Hobbs Co., should not delay placing their orders for future delivery. If you will drop us a postal we will have one of our salesmen call on you so that you can fill out your order to be shipped through any jobber you may select.

All orders placed with us for future delivery entitle you to 50 cents per case rebate on pints and 25 cents per case on half-pints and quarts.

Remember Curtice Bros. **Blue Label Katchup** is packed 25 pints and 25 half-pints to a case. This secures you an additional profit.

FRED F. HOBBS CO.

NORTHERN CALIFORNIA REPRESENTATIVES

Temporary office, 922 Franklin Street - - - Oakland

Phone 6319

WANT FAIR TREATMENT.

Associated Retail Grocers Object to Methods of Relief Committee.

The Associated Retail Grocers instructed their president and secretary to send to the Grand Jury a statement of the treatment being accorded them by the Finance Committee in charge of the relief funds. They object to being treated as objects of charity. They want the funds so placed that, when they have established, legally, a proper claim against it, that the full amount of the claim shall be paid and not some arbitrary amount at the pleasure of a few men who dispense these sums as large handed generosity.

In a letter to the Grand Jury they state:

Mr. Myrtile Cerf, Secretary Grand Jury, San Francisco.

'Dear Sir: At the regular monthly meeting of our organization held Tuesday evening, July 17th, it was voted unanimously that the attention of the Grand Jury be called to the methods employed by the Finance Committee dispencing the San Francisco relief funds and that the Grand Jury as representing the city of San Francisco, be requested to investigate the methods employed by the Finance Committee regarding the funds contributed for San Francisco and use its power to stop unfair practices of the gentlemen who have those funds in charge.

The contention of our body in this respect is as follows:

Money Belongs to City.

1st. That the money sent for the relief of sufferers through the recent disaster was sent for the people of the city of San Francisco and belongs to the people of San Francicsco and does not belong to the gentlemen who are, to a certain extent, the self-constituted custodians of those funds.

2nd. That this being the case we hold that the people of San Francisco are not interlopers in demanding exact knowledge as to how these funds are employed and, through the Grand Jury, we desire to protest against the abuses that have developed.

City is Responsible.

3rd. That when the authorities took from merchants their stocks of goods without any other authority than that of the right that comes from might, that the City of San Francisco became responsible for the value of those goods.

4th. That when the authorities took liquors, that were safely housed, for medical purposes, they are as responsible for the value of the same as if they had gone to the merchant's till and taken $20 pieces therefrom.

Liquor Claims Legitimate.

5th. That when the authorities seized liquors, that were safely stored, from the warehouses of merchants who would not allow the same to go into consumption, and destroyed those liquors, that they are as responsible for the value of the same as if they had gone to these men's till and taken money therefrom.

6th. That money sent for the relief of San Francisco was sent to meet the extraordinary expenses accruing through the disaster, that it is only right and proper that these funds should be applied towards reimbursing those merchants whose property was taken from them to be applied to the relief of the general public.

"Welching" a Crime.

7th. That the Finance Committee superintending the remuneration of these merchants are doing an injustice to the city when they seek to satisfy such claims at less than one hundred cents on the dollar after these claims have been properly and fairly adjusted.

8th. That when the Finance Committee seeks to pay merchants less than a fair valuation on the property taken for the general good, that they are committing as great a crime against the City of San Francisco as are those dishonest insurance companies which pay 75 cents on the dollar.

Pay Outside Claims Fully.

9th. That when the Finance Committee, arbitrarily, proposes to settle a claim for less than its properly adjusted value and proposes to pay the merchant only what he would have secured from the insurance companies, that they act unfairly and beyond their power since the city of San Francisco is responsible for the property seized and would have no right to insist upon paying 40 to 50 cents on the dollar for goods secured from Eastern cities by the Relief Committee than is scaling down the properly adjusted demands of the local merchants for goods taken from them.

10th. That when the Finance Committee refuses to allow the claims of the retail merchants for goods seized, on the grounds that the merchants' stores were afterwards destroyed by fire and advises such merchants that they must collect from the fire insurance companies, that they are urging such merchants to commit a crime since the only way that the merchants in question could secure remuneration from the fire insurance companies would be by their falsely swearing that the goods in question were destroyed by fire, when, as a matter of fact, they were seized by the local authorities.

Delay Causes Expense.

11th. That the action of the Finance Committee in allowing only an arbitrary valuation upon the goods seized from the retail merchants be investigated since their action is working great injustice upon the merchants of San Francisco. Many of these mer-

(Continued on Page 13.)

J. H. NEWBAUER & CO.

Importers and Wholesale

GROCERS

430-432 Fifth Street

P. O. Box 489 San Francisco.

The reorganization of our business has been rapid, and our deliveries are again assuming normal proportions. We are therefore prepared to fill orders for the general line of groceries, cigars and tobacco. Send us your orders, and same will have most careful attention

Watch us Grow!

ANOTHER FLOUR PROTECTOR

Oakland Grocers Preparing to Entertain State Convention.

Oakland, Cal., July 24, 1906.

Retail Grocers' "Advocate", City.

Gentlemen: An enthusiastic meeting of the Alameda County Retail Grocers' and Merchants' Association of Alameda County was held Monday evening July 23, 1906, at their rooms Central Bank Building.

A number of matters of importance came up before the Association, among others the coming States Convention to be held in Oakland, September 24th and 25th. The Alameda County Grocers are determined to make the Convention a memorable one to show to their fellow grocers through the State of California that Oakland can do things right.

The following committee of arrangements was appointed: A. J. Nor, Geo. Hoffman, F. C. Koerber, L. Warnke and H. Hauch.

Another Mill in Line.

The following communication was received from the Phoenix Milling Co., and words of appreciation expressed at the course the Company had taken: The Retail Grocers' Association, Oakland, Calif.

Gentlemen: It is our intention to fix the retail price of our flour in Alameda County as per list inclosed herewith and we respectfully request that your organization take some action which will officially place these prices before your members.

Thanking you in advance for any action that you may see fit to take in this matter and assuring you that we are prepared to stop any cutting which may occur on Phoenix goods, we are,

Yours respectfully,
PHOENIX MILLING CO.
B. E. Bryan, Agt.

The Alameda County grocers are full of life and vim, and are determined to make their Association effective in every respect, and one of the most prominent on the Pacific Coast.

A permanent Committee was appointed consisting or, H. D. Cushing, L. Warnke, H. Hauch and John Mitchell, to at all times devise ways and means to advance the interests of the Association, and endeavor to bring in every grocer in Alameda County as an active worker for associations principles.

Interesting remarks were made by H. Hauch, who in part said, "that never in the history of this County was it more necessary for the grocers to keep up their organization." He touched on the benefits that had already been derived from organization work, and spoke of what might be done in the future.

His remarks were loudly applauded, and the general sentiment was that the Association was entering an era of prosperity.

Interesting little talks were also received from John Mitchell, H. D. Cushing, L. Warnke, F. C. Koerber, Geo. Hoffman, M. P. Manning and others.

WANT FAIR PLAY.

(Continued from Page 12.)

chants have been forced to borrow money from the banks in order to continue business and are paying interest thereon because the Finance Committee has failed to establish a sufficiently effective bureau to pass upon these claims with a reasonable amount of promptitude. This failure on their part to meet the claims which have been filed with them now for many weeks, is wholly unnecessary and has resulted in seriously hampering the rehabilitation of the retail trade of San Francisco. We think interest should be allowed on these delayed payments.

Thinks Committee Honest.

Incidentally and for your guidance, we wish to state that we do not think that the intentions of the members of the Finance Committee personally are profiting in any way by their unfair treatment of the retail trade. We feel it results merely from a false impression on their part, that the funds were contributed to them rather than to the citizens of San Francisco.

The Finance Committee would seem to be laboring under the impression that the authority rests with them to treat the retail merchants as if they had no rights worthy of consideration. We feel that the time of great stress has passed and that conditions to warrant such treatment no longer exist.

Object to Legal Process.

We would state that it was the unanimous opinion of the grocers assembled at our meeting, that the members should accept what was offered them under protest and later bring suit against the city for the balance of what was due them. You can readily see that it would be a dreadful crime for the city of San Francisco were it to allow a small coterie of men with a mistaken idea of their importance, to force their fellow citizens to adopt such extreme methods in order to secure for themselves what, in simple justice, should be quickly and willingly tendered them.

We hope that your body may be able to assist in the correction of same of these abuses and beg to remain,

Respectfully yours,
ASSOCIATED RETAIL GROCERS OF SAN FRANCISCO.
Nathan Bibo, President. Frank B. Connolly, Secretary.

Carnation Cream Sales

SALES

Continue to Grow

EVERYBODY WANTS

Carnation Quality

TAKE NO CHANCES — SELL

CARNATION

AND BE THE MODERN MILKMAN

PACIFIC COAST CONDENSED MILK CO
Manufacturers, Seattle, Wash.

OFFICE AND WAREHOUSE, Cor. 9th and West Sts., Oakland

JOHN H. SPOHN CO., Agents, San Francisco, Cal.
San Francisco Address, 3533 16th St.

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Build up the telephone business.

Make a display of your candy stock.

Spices of all kinds are selling well.

Peas look like good things to buy.

Hot weather helps the bakery department.

Adopt a good collection plan and stick to it.

Pickling season is an opportunity for more trade.

Canned salmon is a good hot weather line to push.

Postal card announcements are great business bringers.

Have the nerve to spend money on judicious advertising.

Display the toilet soaps prominently in a neat attractive case.

If a lot of money's owing to you, why not try to get it in?

It takes a whole lot of pushing to make any business grow.

A good computing scale is a valuable assistant in the store.

Brooms, mops and similar articles are needed the year 'round.

Keep the ready cooked cereal foods to the front in hot weather.

Keep the mud off the delivery wagon and the dirt off the harness.

Light draws business as a candle flame draws the moth. Light up.

Bread is a good line for a grocer or general dealer to make a specialty of.

Late estimates indicate a record hop crop for this country the present season.

The more dead beats are exposed the closer business gets on a cash basis.

The food value of pure olive oil is being more and more recognized every day.

A reputation for reliability is an invaluable possession for the retailer who has it.

Be careful about the charge slips. Errors on them are very annoying to the housewife.

The canning season brings the annual demand for fruit jars, covers, rings, wrenches, etc.

The demand for coffee is heavy in the country, with all the farm work and camping parties.

Build up a trade on quality, which is the thing that counts in the long run more than price.

Keep a cooler full of ice water in the store for thirsty customers as well as for employes.

Try to remember what your customers want. It shows an interest which they do not fail to appreciate.

Always remember that the women are the chief buyers of groceries, and try to make your store attractive to them.

In the opinion of the housewife the unpardonable sin in a grocer is failing to deliver the goods in time for dinner.

Neatness and cleanliness should not be confined exclusively to either the store or the employes. It should embrace both.

Stove polish is a pretty good seller these spring days, along with the wooden and housecleaning articles. Advertise it.

Arrange a window full of one article, soap for instance, and then try a big newspaper advertisement and watch results.

The man who throws his profits away is no more foolish than the man who insures his property in a company which does not pay.

Imports of lobsters, canned and uncanned, into the United States during the twelve months ended June 30 were valued at over $1,000,000.

The show window is worth cash money to the retailer who takes advantage of it. Keep it dressed up with seasonable goods **all the time.**

Advices from a New York State packer state that deliveries of sweet peas out of the new pack will be about 50 per cent and 65 per cent on Alaskas.

Material for pies should be prominently displayed and featured in advertisements now: blueberries, blackberries, cherries, peaches and apricots.

Do not display too much stock outside the store. Fruit that is eaten without being cooked or at least peeled is much better inside than outdoors.

Don't imagine that trade must be dull just because it's summer. Business can be made good all the year round if properly and intelligently pushed.

Clothespins, clothes lines, wash boards, blueing, etc., are among the seasonable goods. Give them a prominent place in your displays and advertising.

Now is the time when live grocers have a sign in the store calling attention to the fact that they are fully prepared to supply the necessaries of the hour.

Opening prices on 1906 candied citron are higher than last season's figures. It is considered by those well informed that no lower prices are probable.

Late reports say that prospects for the Italian olive crop are good, though the yield will be somewhat smaller than last year. The quality, however, will be better.

The Chicago "Canner" says that notwithstanding the short pack of tomatoes last year there is practically certain to be a carry-over of upward of a million cases.

The market on domestic sardines is very firm and shows a decided tendency to advance, as the pack has been a great disappointment up to the present time.

There are lots of picnics at this time of year and on through the summer months, and a picnic isn't a picnic at all unless there's plenty of good things to eat.

The delinquent, slow-paying customer is the bane of the retailer's existence. Often he is the cause of his ceasing to exist. Don't let him put **you** out of business.

The use of olives for picnic lunches and other outdoor spreads makes them a strong summer seller. They should be attractively displayed, both in the window and in the store.

Cables report a strong and higher market in Messina for Sicily filberts. The supply of old crop remaining in the primary market appears to be concentrated in few hands.

The Main corn pack depends this year, as usual, on the weather. The crop began late and if frost sets in early this fall the crop and pack will be less than full and normal.

Check up the freight bills carefully. Recent freight rate investigation leads one to believe that the railroads are not infallible and that they seldom return any "conscience money."

The market on peas is extremely strong. Spot supplies have perhaps never been so closely cleaned up as this year, and this is true of both Eastern and Western packers' stocks.

The summer is the time for pushing dainties in the food line, and even though the meat-packing scandal has hurt sales there is the more reason for the grocer exerting himself on summer food.

Do you know what the shrinkage in coffee in roasting amounts to? A large roaster says it is fully sixteen per cent, while there is a nearly equivalent gain in the measurement of the beans.

It is estimated by some authorities that, despite the failure of the Southern crop and shortages in the Middle West, the entire pea pack of the country this season will be more than 3,000,000 cases.

Maine contributed to the food supply of the world in 1905 1,000,000,000 packed sardines, valued at $5,000,000. Gloucester, Mass., provided 125,000,000 pounds of salt fish, valued at $3,750,000.

Display the different kinds of breakfast foods you carry on a neat stand or table in the middle of the store. It will help sales. Package crackers of all different kinds should also be displayed conspicuously.

Advices from Baltimore state that a packer in the southern part of the Maryland and Delaware peninsula will be packing early tomatoes by July 11 and that southern Jersey tomatoes will be shipped to Baltimore by the 20th.

Nearly all grocers will find it to their advantage to handle a small line of good garden seeds for this season. They should select only the seeds of reliable houses and then should choose such as are indigenous to the locality.

Advices from Newfoundland report that severe storms along the coast have seriously interfered with the operations of lobster packers, and that the outlook now is unfavorable for more than a pack 50 per cent less than the normal.

When a man asks you for a loan of ten dollars you are rather particular about finding out whether the borrower is good pay or not. What is the difference between the man who borrows money and the one who gets groceries on credit?

Don't allow the men on the delivery wagons to take the small boys of the neighborhood with them on their trips. They will usually allow the little fellows to carry the boxes in to the kitchens and broken eggs and general mix-ups will be the result.

Good advertising of a retail business is bound to result in an increased trade. There appear to be some retailers who can't take this view of the matter, but they are much mistaken. If the advertising is right, and the store right, it will pay.

Give your brother grocers the benefit of your experience. If you have a good thing, pass it along. Have you any new ideas which you have found to be helpful in your own business? If so, write to the **Advocate** about them and help some other grocer.

Get in touch with your best customers in regard to their probable plans for putting up fruit this summer and find out their probable needs. Then you will be in a better position to buy intelligently and to pick up a good thing in fruit when it comes along.

Tell your customers the truth and educate your clerks to do the same. Some men who go out to take orders always say that everything is "fine today," whether it is or not. This is bad policy. It is not necessary to "knock" your own stock, but use common sense.

Have you featured picnic goods? If not, there is no time to lose. Hot weather is here and goods which are easily prepared, which are suited for hot weather consumption, are appreciated, whether in a camp, in the mountains, at the seaside or at home in the darkened dining room.

The market for future French peas has advanced sharply, following instructions from the packer in France. The advance amounts to about $1 a case. Future prices on French peas opened about two months ago. The cold weather in France has curtailed the supply and the pack will be much less than normal.

Watch carefully the trend of the markets and keep posted regarding them; particularly at this time of the year, when the new crops and new packs are the order of the day. By being posted on the market in all its bearings, the keen retail merchant may often make a handsome speculation which will net him good returns later in the year.

Steps have been taken for the perfecting of a mutual fire insurance association proposed by the Inland Empire Retail Dealers' Association of Washington. The company will be under the direct control of the organization and the Spokane Retail Dealers' Association, and promises to become a strong factor in the insurance field of the territory east of the mountains.

When you receive a shipment of some brand of canned goods with which you are not familiar it is a good plan to open two or three of the cans. This is especially necessary if the purchase is a job lot or if it is the last of a season. It is better to waste two or three cans in this way than to allow your customers to make the discovery that the goods are bad.

Never despise the lowly, for the lower jaw does all the work. This is simple to remind you of the fact that we told you six months ago that the time to take hold of canned corn was when everybody had an unkind word to say about it. The fellow who buys at the top price and sells at the bottom is the man who takes a trip over the hills to a place where they wear blue overalls and talk by the hour of what might have been.

Peters Bros., Baltz & Dittman
PROPRIETORS
The California Brewing Company
DOUGLAS ST., Between 17th and 18th, San Francisco, Cal.

Scheer, Morehouse & Grandi,
Commission Merchants
Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.
Shippers please send all consignments to San Francisco, foot of Spear St.

Dodge-Sweeney & Co.
Hathaway Wharf, San Francisco
FOUR BLOCKS SOUTH
FROM FERRY DEPOT
Shippers please send all consignments to San Francisco unless otherwise requested

KELLY-CLARKE CO.
23 Market St., San Francisco
Now have in warehouse in San Francisco—
IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTER & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

ATTRACTING TRADE.

Plans for Securing the Attention of Possible Customers and Increasing Business.

Different stores require as different methods as different customers require different treatment. The ideas we will present in this department from week to week may not be adapted to the needs of every reader, but they will suggest ways to increase interest in the store by the adoption of a few changes.

A Postage Stamp Sale.

When the trade in the store is slow, advertise (just for a week) that you will give a two-cent stamp with every twenty-five cent purchase. Be sure you make it clear to everybody that the purchase must be at least twenty-five cents—(don't give anybody a chance to misunderstand you) and that a purchase amounting to less than this amount will not entitle the purchaser to a stamp, or a forty-nine cent purchase to more than one stamp.

You will find that a great deal of interest will be aroused if you will trim your windows with two-cent stamps. A very few dollars worth will be sufficient to make a good showing.

If you have a large cut of an imitation two-cent stamp made and placed in the center of the display it will use up considerable room and will also prove attractive to many passers-by. The large stamp should be a foot to a foot and a half across, and high in proportion.

It is a good idea, too, to have some cuts made, say half a dozen times the size of an ordinary, or genuine, two-cent stamp, and have these set up in your newspaper advertising and circulars announcing the sale.

Everybody uses stamps—don't forget that.

Newspaper Subscription Scheme.

A Wisconsin country merchant recently used large, well-displayed and nicely printed circulars for announcements and along with every circular sent out enclosed a slip of paper on which was the statement that the slip would be redeemed for a six months' subscription to the local paper, with a purchase of one dollar's worth of merchandise.

A Penny Plan.

Here is a plan which was worked successfully by a Western retailer in a small town.

In his show-window he placed a barrel on which was placed a large pile of pennies. In front of the barrel he put a sign, stating that one penny would be presented to every purchaser of only 10 cents worth and so on up to the full amount of any purchase which might be made.

The barrel in the window and the pile of pennies on the top proved attractive and the gift of a penny with every ten cents' worth sold amounted to but 10 per cent on the sales, which was charged, of course, to advertising.

It is well to supplement a scheme of this kind with a display ad in the local newspaper, announcing what you propose to do.

"BIG STICK" IN BUSINESS.

How the Manufacturer Can Compel the Retailer to Carry and Push His line, to the Advantage of Both.

By Philip W. Lennen in "System."

Sales, profits, money—these are the end and aim of the retailer.

Show him that he can secure sales, increase profits, make money by dealing with you—he will come to you.

Show him that he will shrink sales, decrease profits, lose money, by passing you by—he will run to you.

That is the policy of the "big stick" in business: to make the dealer come running of his own accord.

A Powerful Persuader.

The big stick is a mighty and far reaching weapon in lining up the dealer. As a stimulus on indifferent retailing, on prejudiced, obstinate, disinterested, unconvincible dealers there is no more powerful a persuader the manufacturer can use.

And the paradox of it is that the very man on whom the big stick is applied is the man who benefits by it most. For the big stick can only exist when the manufacturer can offer the dealer something else besides goods—when he can offer **customers, sales, profits.**

That's what the big stick is: an offer of new customers if the dealer will handle the new brand—and a threat to send these customers to some one else if he won't carry the goods.

Helps All Concerned.

The big stick is a good thing all around: good for the maker because it wins him the interest of the dealer; good for the dealer because it secures him the trade of new customers; good for the customer because it makes it possible to get from a nearby dealer an article he wants to buy. If the plan needed any justification, it is supplied by the fact that the dealer profits by his activity in precisely the same proportion as does the manufacturer. The "big stick" simply compels efficiency, forces the retailer to work and make maximum instead of minimum gains.

Working Up Sales.

An instructive and more drastic use of the big stick of popular interest and demand came out in the introductory campaign of a new food product recently. Crews of solicitors made a house-to-house canvass of each city and town, state by state, demonstrating the new food, explaining how it was prepared and taking signed orders for packages to be delivered through the consumer's grocer, whose name was given.

When a section of the city had been thoroughly worked, the orders were classified by grocers. The crew manager and his assistant, both competent salesmen, called in turn on all the grocers named on the orders.

Bring In Business.

"We have orders from fifty of your customers," they said, "who have contracted to buy a package of our goods from you. Do you want this trade?"

Not—observe—will you lay in our goods, but will you accept these customers?

Tendering customers, virtual sales, they found few dealers who refused to give an order for the new cereal. In reserve they always had the familiar statement—"this trade must be supplied. Will you give these people what they want or shall we send them to the man across the street?"—and it rarely failed.

Ask for Big Orders.

The supreme cleverness of this plan lay in the further argument: "One package of this product will be consumed quickly by a family. You must be prepared for re-orders, otherwise your customers may be compelled to go next door for their second package." On the strength of this possibility, most grocers ordered double the amount represented by the actual first orders from customers.

Jobbers Whipped in Line.

Then came the second flourish of the "big stick"—this time over the wholesalers' heads. With the order from the dealer, the name of the jobber through whom delivery was desired was taken. When a large city or section of the country tributary to a jobbing center had been canvassed, the dealers' orders were classified by wholesalers. The manufacturers' salesmen offered the business represented by these specific orders to the jobber. The drama of the big stick was enacted again. The jobber had to give an order to take care of his retailers. The same reasons that influenced the dealers in ordering twice as many cases as the orders called for, operated on the jobber also.

The results of this campaign from the consumer up to the jobber was that the manufacturer received orders for **four times** as many cartons as his canvassers had been able to sell to the consumers interviewed. Expenses of crews like these are usually charged to the advertising account. In this instance, however, the profit on the goods actually sold often paid for the campaign.

J. A. GAMBLE

REPRESENTING

PLUG AND TWIST DEPARTMENT

of

. . . The . . .

American Tobacco Company

Temporary Office
6th and BROADWAY, OAKLAND

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

The local market remains firm and steady without change in quotations.

New York, N. Y., July 25, 1906.—Raw sugar remains firm at 3¾c for 96 deg. centrifugals.

New York, N. Y., July 19.—Willet & Gray report:

"Raw remains unchanged during the week. Refined declined 10c. This marks a temporary stop in a steady advance and was only natural at this season. The cut in refined was due to the fact that the Federal refinery has caught up with its orders to a considerable extent. Indications point to a strong, healthy market.

New York, N. Y., July 10.—M. G. Wanzor & Co. reports:

"The Cuban planters are able to hold their unsold supplies. The world's stocks are diminishing. Low prices are causing big consumption. Figures show that we must have more sugar than we can raise on this side of the globe. For this reason the days of the big disparity between the world's supply and the American quotation seems to be over for this season. A continuance of good business should be enough to keep things steady. Today's prices of raws measure conditions as they now exist. We do not wish to see any further accentuation of values for a time."

TEAS.

Chicago, July 16, 1906.—The "Criterion" reports:

"New crop Japans are moving slowly. Even though it is difficult to sell, little disposition has been shown on the part of sellers to make concessions and prices are still firmly held.

"Old Japans are neglected as are country greens. Ping Sueys are quiet and rather easy. Congous are firm, but quiet. India and Ceylon grades are about steady at quotations. The market as a whole can be characterized as quiet, with a rather heavy undertone."

New York, N. Y., July 10, 1906.—J. B. Brown & Co. report:

Keemun Congous.—The Hankow market opened on May 16th, but samples were shown on the 15th; sales consummated on a basis of Tls. 44 to 54 against Tls. 41 to 50 for 1905. The cup quality this season shows considerable improvement over the offerings of last year, but the leaf is somewhat rougher and more brown in appearance, but taking the whole crop, the superior quality of the liquor is more of an offset to the inferior appearance. Mail advices dated June 4th state that this season's teas are costing about 10 per cent more than last year.

Ningchow Congous.—The teas from this district show superiority over other offerings, the leaf and liquor being quite desirable notwithstanding the quality is not as good as last year. All grades are somewhat easier as to prices, especially finest to choice and the laying down cost will be about the same as last year.

Hankow Teas.—Up to June 4th prices were slightly lower than those ruling at the opening though all parcels of good style found quick sale. Russian firms are again this season by far the largest buyers and values are considerably higher than rates for similar quality ruling at either London or New York. Export to America 320,000 lbs. against 30,000 lbs 1905 same date.

Ceylons.—Throughout the month of May more or less irregularity was noticeable in the prices ruling at Colombo. Teas of rough undesirable leaf and poor liquoring qualities showed at lower rates, but teas of good appearance and brisk, bright drawing qualities were readily sold at previous prices. Fannings and dusts are in strong demand; some of the rates paid for fannings and dusts have been higher than realized for years.

Ceylon Green Teas.—The offerings at Colombo public auction have been small and the cup quality unattractive. Offerings throughout May, June and July will be in excess of requirements.

Japans.—June 8th advices state that prices have ruled steady for teas grading finest and above. The lower grades, however, have declined and we look for lower rates for cheaper grades. Supplies are liberal.

COFFEE.

United States Department of Agri-

Western Meat Company

Headquarters and General Offices

South San Francisco,

San Mateo County Cal.

Our Plant and Packing houses at South San Francisco, San Mateo County, and our branch houses at Oakland, Sacramento and San Jose are uninjured and are working under full pressure. We are filling San Francisco local orders from cars at Seventh and Harrison streets, San Francisco.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your Specialties.



1714 Webster St.,
San Francisco, - - California.

culture reports under date of July 21st:

"Statements were recently made in a number of newspapers to the effect that Brazil had accepted the valorization scheme in regard to coffee. These published statements were based upon a telegram said to have been received from Brazil. Being at variance with information received from our diplomatic and consular officers, and published in "Daily Consular" and "Trade Reports," the Department of Commerce and Labor requested the Department of State to obtain from the American ambassador at Petropolis a report on this important point. Replying to the instruction from the Department of State, Ambassador Griscom cabled the following:

Three States—Sao Paulo, Rio, and Minas—have agreed to the coffee valorization scheme, but the National Congress has not taken action. It is said that the President and minister of finance disapprove the scheme. The States have not yet raised the necessary loan of 15,000,000 pounds sterling.

New York, N. Y., July 19.—Willett & Gray report:

"The distinctly favorable position of coffee is commanding more attention. The necessities of interior buyers are growing more acute. These two features together will force the trade out of the waiting attitude it has so long observed.

"Everybody is watching for news from Brazil. The coffee states have labored long to reach a practicable basis and it is positively announced they have settled upon a bill that Congress will pass and the Government will execute. It has for its main object a careful marketing of the crop with the right to buy up supplies which might otherwise be forced for sale by necessitous planters. The well-to-do planters are not only able to market their crop gradually, but appear determined to hold to values justified by the actual conditions, knowing the consuming markets need the coffee badly and must buy it.

"The world's production continues inferior to consumption and coffee on its own merits is capable of a material rise in values. The talk of a large crop this season, even yet unconfirmed, has played havoc with prices for many months. Nothing yet heard about the next growing crop—any unfavorable developments will have a great effect, and it is well known that Brazil does not have two good crops in succession."

RICE.

New York, N. Y., July 17, 1906.—Dan Talmage's Sons Co. report:

"Demand for the week has been seasonable. Few large transactions are reported, but frequent purchases, over a widely distributed territory, have served to keep market in good shape. Assortments are not in fair shape, the two extremes (screenings and fancy heads) being notable on account of scarcity; medium grades are in better form, and some very desirable parcels have been picked up quietly by those who have constant inquiry for such.

"Advices from the South note steady demand on the Atlantic Coast. At New Orleans the market is very strong. All city mills shut down; and demand is being partially supplied from stocks in dealers' hands. Under these conditions prices have advanced quite an item. In the interior—Southwest Louisiana and Texas—the principal item of interest is the growing crop. While the rains of the past three weeks have done an immense amount of good to the crop in general, there are districts which are still suffering from lack of moisture.

'Cables and correspondence from abroad note dull conditions on cargoes and spot cleaned, with much stronger feeling on forward cleaned."

Charleston, S. C., July 7.—The Carolina Rice Mills report:

'Although the growing crop in the Texas-Louisiana rice belt has been somewhat benefited by recent rains, they came too late to materially affect the yield, as rice which sprouted in July can scarcely reach maturity before the cold season starts in. The conditions of the growing crop are all favorable in Carolina. It is practically conceded that the coming crop of Texas-Louisiana cannot exceed that of the current season. A carry-over of 1,000,000 sacks was marketed this season. Reliable advices make it clear that there will be no carry-over from this season."

Houston, Tex., July .2.—Standard Milling Company says:

"The acreage planted is below the average and the stands in places are very poor. We have recently had light rains in the rice belt, but not enough to be of any material advantage. The crop will necessarily be late, which usually means considerable damage during the harvest time from rain. Indications at the present time time point to much higher prices."

APRICOTS AND PEACHES.

New York, N. Y., July 9.—"Journal of Commerce" says:

"Spot supplies of both varieties are well cleaned up. Futures are offered sparingly at values which seem to pro-

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Sole Maker
1744 Alboin St., Los Angeles, Cal.

hibit business. No peaches are offered at less than 10c f. o. b. Coast for choice and 10¼c for extra choice.

DRIED APRICOTS.

San Fernando, Cal., July 15.—The San Fernando Valley is about the only section of Southern California that is making any showing at all in apricots.

Ventura, Cal., July 14.—The apricot crop in this county is the smallest in years. What the fruit lacks in quantity is made up in quality. Growers are receiving 13c for cured fruit and $35 per ton for pits.

Hemet, Cal.—The apricot crop is not large but the quality is very fine. The yield was more than was expected earlier in the season.

Los Angeles, Cal., July 17.—The yield of apricots has been very light this year. The dried product is selling for 13½c per lb.

BARTLETT PEARS.

Grass Valley, Cal., Juyy 14.—The Bartlett pear crop in this neighborhood will be as large as last year. Buyers are not offering so much as in 1905, and growers are holding back expecting to receive higher offerings later.

PRUNES.

San Jose, July 23.—Conditions all indicate a large crop. Trees are heavily laden with fruit and few future sales are being made at the present time. The present market is quiet and there has been a weakening in values. While quotations are nominally the same as last week's 2½c and 2¾c basis, these figures are being shaded. A little buying is being done on a basis of 2¼c for outside prunes and 2½c for Santa Clara. Recent advices from Salem, Or., state that the Northwest prune crop will be of 35,000,000 pounds, providing the conditions continue favorable. It is estimated that 60 per cent of the crop is already sold to packers. Late advices from Havre, France, dated June 18th, state that the French crop is of average size. There are still stocks on hand and lower prices rather than higher ones can be looked for. Advices from Budapest, Austria, dated June 16th, state that the new crop will come in on a practically bare market since the crops of both Bosnia and Servia were short. The prospects are for a fair crop.

San Jose, Cal., July 21.—Packers who do not own a pound of prunes were reported at the meeting of the San Jose prune growers to have contracted with Eastern packers to supply them with prunes on a basis of 2c, 2⅛c and 2¼c, although the prune growers had established a price of 2¾c basis at a previous meeting. It was urged at the meeting that owing to the fact that dried apricots and apples were scarce and the fact that the prune crop is both Servia and France would be light, that the 2¾c basis decided upon was reasonable in the light of the probability of an unusually large demand.

San Jose, Cal., July 20.—Joseph D. Bradford, president of the First National Bank, says:

"We have sent circulars to nearly 800 orchardists in the Santa Clara Valley asking them of the conditions of the prune crop, as we did last year and the year before. The replies indicate that the 1906 crop will be practically the same for the valley as that of 1904, which ran about 95,000,000 pounds. Reports from other parts of the State indicate that the rest of California will produce about 65,000,000 pounds. This makes a total of about 160,000,000 pounds for California.

"While the production of 1906 is greater than that of 1905, it should be remembered that we have practically no carry-over this year, since the market as well as the packing houses are practically bare of fruit."

New York, N. Y., July 9.—The "Journal of Commerce" says:

"An easier tone has developed in the market for future California prunes, notwithstanding the attitude of the growers. Packers are said to be offering Santa Clara stock for November shipment on a 2½c basis. A 2c Coast bag basis is quoted on 50-60's; 60-70's and 70-80's, while 20-30's and 30-40's are held at a premium of ¼c."

Portland, Or., July 3.—A. C. Burson & Co. report:

"We think 200 cars or more of prunes have been contracted for shipment during October, November and December at from 2½c to 2⅛c bag basis. According to the month in which they are to be shipped. The highest prices prevail for the earlier shipments."

EVAPORATED APPLES.

Newark, N. Y., July 7.—E. V. Peirson &Co. reports:

"The apple crop will probably be good in all parts of the United States except Virginia. The crop will not be as large as 1904. The spot market is absolutely bare."

CURRANTS.

New York, N. Y., July 6.—The Hills Bros. Co. report:

"Cables from Patras quote a firm market for old crop. The weather has improved and new crop is now offered more freely."

WALNUTS.

Los Nietos, Cal., July 14.—The Los Nietos & Ranchos Walnut Growers' Association estimates this year's walnut crop at 180 cars for this community. This is 20 per cent more than the 1905 crop, which was unequal to the demands of the market. Prices last year ranged from 13c for soft shell to 8½c for poor grades. High prices are to be expected this year.

Fullerton, Cal., July 1.—E. R. Amerige reports:

"Walnuts will be much less in crop than was expected. In several sections, the nuts are dropping very badly, and about half a yield will be considered a good estimate. The situation is about the same all over the walnut growing section of California. Crop will be light and prices good."

HONEY.

Chicago, Ill., July 7.—J. A. Lamon reports:

"The present situation indicates a short crop and high prices. California reports two-thirds crop. Idaho, Colorado and Middle West States average crops. The shortage will be felt principally in the Middle and Eastern States. In short, we can look for high prices in honey for the coming season."

Liberty, Mo., July 6.—J. F. Diemer reports:

"The honey crop in Missouri and almost every Western State, with the exception of California, is just sufficient to winter the bees, according to the bee keepers of the vicinity, and honey lovers will have to pay dearly this season for the privilege of indulging their taste. The dry weather early in the spring ruined the prospects for even a fair crop, and what little honey reaches the market in this vicinity will come from Northern Michigan, Wisconsin and California. In the latter place the crop will be a bumper one, while in the two northern States the only kind available will be the raspberry variety."

BEANS.

McMillan-Goodchild-Collins Co. report under date of the 13th:

"We expect a carry over of from 20,000 and 30,000 sacks of Limas. This will be light as compared with former

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand

years. Stocks of pink beans are large. The carry over will probably amount to 100,000 to 150,000 sacks.

Penn Yan, N. Y., July 6th.—Clarence T. Burkett, president of the Birckett Mills, reports:

"We think the price of all varieties of beans is gradually strengthening. We look for a good demand for all varieties until the new crop is available as stocks held by jobbers and dealers are very small."

CANNED FRUITS.

The various Canners Associations of California established their lists last week. There is little variation in the quotations of the different companies although the prices are very different as compared with the opening prices of last year. Apricots are 25c higher in Extra and 25c higher on Ex-Standards, Standards and Seconds. Cherries are 50c lower on Extras and 15c lower on Standards. Yellow Free Peaches are the same as last year for 2½-lb. Standards are higher by 5c on Extra Standards and 10c on Standards and Seconds. Lemon Cling Peaches are higher by 10c on Extras and Ex-Standards and 20c on Standards and Seconds.

It is probable that prices will be withdrawn in some of the lines very shortly.

C. H. Bentley, manager of the Sales Department of the California Fruit Canners Association reports under date of July 5th:

"Practically no white or black cherries have been packed. A considerable part of the crop of Royal Annes was also injured by rain, so that the cherry pack as a whole is very much reduced.

"The apricot crop will not reach 50 per cent of the normal quantity.

"Peaches will fall far short of the estimates given earlier and command unusually high prices.

"The total pack of fruits in California will be much smaller than for a number of years, owing partly to the destruction of some of the canneries in the late disaster, but chiefly to the light crops on important varieties."

CANNED TOMATOES.

Baltimore, Md., July 13th.—The "Trade" reports:

"New tomatoes are bringing such high prices that the packers will not be able to handle any of them before August 1st. This will bring the canning of corn, peaches and tomatoes all in at the same time. This will lessen somewhat the output of tomatoes. Spot Standard 3's have been selling for from 90 to 95 per cent during the past week. Buyers are purchasing only supplies for actual needs."

Aberdeen, Md., July 7th.—Strasbaugh-Silver Co. report:

"Stocks obtainable at 90c are small. Buyers of large blocks will have to pay the price quoted by the larger holders. The price of 75c for 3 Standards will probably look cheap and desirable since the Spot Tomatoes are in strong hands while the retailers' shelves are almost bare of goods and the packers are fairly well supplied with future contract. The increased cost for stock and the advance prices of cans and solder leaves no more profit at 75c this year than there was at 67½ last year. Many reliable packers are unwilling to accept future business at present quotations."

Baltimore, Md., July 7th.—Thos. J. Meehan & Co. report:

"Owing to the small stocks of canned tomatoes in jobbers' hands, business in spot tomatoes will continue good until new tomatoes arrive. The outlook is for a lively market during the next three or four months."

CANNED CORN.

Baltimore, Md., July 13th.—The "Trade" reports:

"Sugar corn on a basis of about 40 per cent crop is looking fairly well. There is no change reported in quotations although the market is stronger and there is an upward tendency in fancy Maine corn. Some packers have withdrawn from the market."

Aberdeen, Md., July 7th.—Strasbaugh-Silver & Co. report:

"Corn continues firming in sympathy with the conditions that govern the future market. Exceptionally heavy rains followed by cold weather has so affected the growing crop that many packers have withdrawn prices pending developments."

Baltimore, Md., July 7th.—Thos. J. Meehan & Co. report:

"Low-priced spot corn is a very good seller these days, and futures may look very cheap three months hence at to-day's prices, especially if

A Summary of Bowser Advantages

ALL-METAL, UNBREAKABLE GALLON PUMP

GALVANIZED STEEL TANK

BRASS VALVES

SELF-MEASURING DEVICE

ANTI-DRIP NOZZLE

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Combined, they give you a **self-measuring, self-computing oil outfit,** with which, at one operation, you can pump and measure gallons, half-gallons or quarts as desired, directly into your customer's can, without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank, and just what quantity is emptied into it.

SEND FOR CATALOGUE

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

the reports of a greatly decreased acreage prove true."

CANNED PEAS.

Baltimore, Md., July 15th.—The "Trade" reports:

"The market is very strong. It is reported that numerous packers will be short on their contract sales."

CANNED SALMON.

Seattle, Wash., July 14th.—Thos. J. Gorman, president of the Porter Fish Company, says:

"I do not believe that the run of sockeyes will be large this year. Only a few sockeyes have been caught to date."

Seattle, Wash., July 14th.—Philip F. Kelley of the Kelley-Clarke Co. says:

"The price of sockeye salmon cannot be known before August. The run of the sockeyes is already on in Alaska, but definite information as to its magnitude is lacking at the present time, altho work has commenced and canneries are very active.

"There is no doubt about the run of the red Alaska salmon—that never fails to be good."

Tacoma, Wash., July 12th—Reports from a Taku Cannery stated that the pack of sockeyes will probably be as large as expected. At the present the sockeye are not running in large quantities.

Portland, Or., July 15th.—The "Oregonian" says:

"The run of salmon in the Columbia River is very slack, but packers are not discouraged. Should the fish again appear in good numbers, the usual pack can be made as the modern appliances in the canneries are sufficient to handle any kind of a rush. Although the catch is smaller up to date than last year, more fish have been put in cans than was the case a year ago, as the picklers have operated less extensively this season."

New York, N. Y., July 11th.—The special correspondent of the "Trade" reports:

"Red Alaska is firm with an increased jobbing demand. Considerable inquiry for pink grades is reported from interior points. Few lots are reported under 95c here."

Bellingham, Wash., July 10th.—The cannery of the Pacific-American Fisheries Company is running full blast. They received 17,000 fish last night and this morning, of which 14,000 were sockeyes. This is the largest shipment of the season."

Seattle, Wash., July 10th.—While sockeye salmon are comiing in considerable quantities, there are few available for the canneries as yet."

Seattle, Wash., July 5th.—Philip J. Brady, president of Brady & Co., reports:

"Spot stocks of canned salmon on the coast have been reduced to higher grades. There are a few pinks and red Alaska held at about 85c for the pinks and $1.00 to $1.10 for red Alaska, but the quantity is hardly worth while mentioning.

"Deliveries are now being made on new pack salmon on the river.

"The trade on the finer grade of salmon will be disappointed if they wait for better prices. Things on the Columbia River are so arranged that most of the packers are going to mild cure for export the bulk of their pack without canning it at all; hence the amount canned is more or less arbitrary.

"On this side, the packers of Sockeyes do not look for much of a pack. The few Sockeyes carried over will probably be advanced to about that of the Columbia River Chinooks, as the trade now will take Sockeyes as readily as they will Chinooks at even prices.

"We rather look for the red Alaska to open late, but prices will be from $1.00 to $1.10.

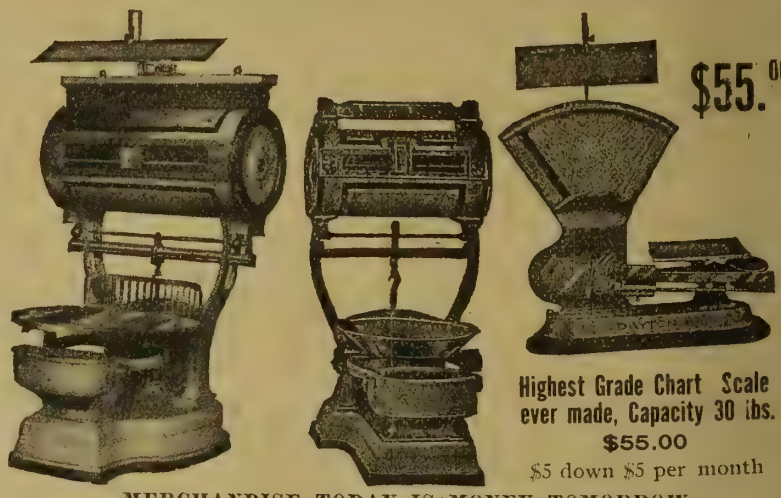
On future bookings, it is noticeable that a great percentage of the orders

Continued on Page 24.)

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PICKLES,
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Highest Grade Chart Scale ever made, Capacity 30 lbs.
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Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

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Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

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CLERK'S CORNER.

Suggestions that May Set Both "the Boss" and "the Bossed" to Thinking.

"I saw a bit of salesmanship in a grocery store this morning which hardly pleased me," said a well-known business man to the writer recently. "The clerk under observance was waiting upon a lady customer and he did it nicely until about the end of their interview.

"Then he made two mistakes.

"The lady had given him her order. As he stopped for a moment he said 'Is that all?' That was all she could think of at the time.

"As she glanced about the store I wished to whisper in his ear to amend his question by asking her instead 'What else can we do for you?'

"His next question, however, was a little worse. 'Can't we sell you a little sugar?'

"Now what could have inspired a salesman to push sugar?

"It is sold at a constant loss and is always demanded in quantities as large as the customer can use.

"All around the shelves in that particular store I could see articles like club-house cheese, lobsters, salad dressing and other seasonable, profit-paying goods.

"If I were a clerk or a merchant I would let the big stores down town sell all the sugar and I would push goods, the sale of which helps to pay my salary. I would hide away the goods which pay no profit and produce them only when called for, but I would play up and display profit bearing goods."

The two leading points named by the speaker are worth study.

It is a mark of good salesmanship to never allow the customer to think that the clerk is tired of waiting upon her. It is well, also to suggest anything except a desire to terminate the interview.

Then the variety of summer goods on sale in every good store is such that the salesman need never be at a loss for something to which the customer's attention may be profitably called.

Salesman's tact is the thing most needed. It isn't learned from the books.

Selling tact is a valuable acquisition. It never loses its value, whatever line of business the clerk may in a course of a lifetime embark in.

A FULL LINE

of

GROCERIES

and

Dairy Produce

Butter, Cheese and Eggs,

Can Be Secured From

MORRIS BROS. & CO.

215-217 DRUMM ST.

GENEROUS EGG MEN.

T. Salomon, who conducted a large grocery store on Powell street near O'Farrell, and who has since reopened at 1686 Eddy street is proud of two letters that he has received recently.

One is from W. C. Allen of Sunny Vale. In response to a request from Mr. Salomon for a statement, Mr. Allen said: "Take your time in sending the money you owe us. We have made arrangements so that we can tide over until August 1st without difficulty."

Louis Larson who also has a chicken ranch at Sunny Vale wrote Mr. Salomon: "In regard to your account I would say that I will under no circumstances accept financial remuneration whatever from any one who has suffered through the San Francisco fire. All I want is that if you start up business again that we may resume shipments of eggs to you. If you do not intend to resume business, I would appreciate it if you would give me the name of some reliable firm who will pay the highest price for eggs as you have done in the past."

It is needless to say that upon resuming business, Mr. Salomon immediately began selling Sunny Vale eggs once more.

Selling "Home" Pickles.

Two more representatives of the Pacific Vinegar & Pickle Works are busy among local merchants advancing the interests of the "California Home Brand." These men are E. A. Sommerville, who for many years was manager of the Hayes Street store for West, Elliott & Gordon, and T. J. Pruden, who represented Bishop & Co. in this market for nearly five years. Both men are well known and popular with the trade. Mr. Sommerville's experience in the retail business has taught him the needs of the dealers and Mr. Pruden has won many admirers by his conscientious handling of the trade.

Adam Diffenbach is another new representative of this thriving concern. Mr. Diffenbach will cover the San Joaquin Valley. The recognized excellence of the "California Home Brand" goods enables its representatives to do a large business.

NET PROFIT PROBLEM.

Success Depends Upon Knowing Whether You Are "Going" or "Coming."

Mr. Retailer, what percentage of net profit did you make last year on your gross sales—on your business? How does your profit for the first six months of 1906 compare with the first six months of 1905? Are you going, coming or standing still?

If you do not know how you stand you would better get down to your desk and do some figuring right quickly.

If you are losing business, try to find out the cause and then endeavor to supply the remedy.

A customer is valuable. If you lose one, find out what caused him to quit. The trouble may disclose a condition in your store that should not exist.

Get a Fair Return.

If you are not making a profit on the goods you sell, it is time you were changing your methods.

What's the use of being in business simply to get a small interest on your capital? Wouldn't you be better off to put your money in the bank and draw interest while you direct your energies to a mart where the laborer is "worthy of his hire?"

In all your calculations you must allow a fair salary for your labors.

"Good Enough" is Bad.

Don't be satisfied with less than the best possible.

Don't believe that you are doing your work good enough.

Do not get into the habit of coming under the wire any old way just so you get under.

Do your best and you will still be doing none too good.

When you engage a customer, your best manners are none too good.

When you fill an order do it to the best of your ability.

If you are playing, play.

When visiting, visit.

When working, work.

Drop the "Just as Good."

It is bad policy for a salesman to say anything about "something just as good." Forget it.

If you are out of some article that a customer wants frankly admit, and then say: "We have this brand that we can recommend. Those who have used it, have found it satisfactory." "Unfortunately we are just out of that. We have, however, something that our Mr. —— has used with perfect satisfaction, and on which we have not as yet received a single complaint." Or, "I'm sorry, but we do not carry that brand. Let me show you our goods in that line."

Don't you see the point?

It is to get out of saying, "Something just as good," which frequently is like throwing a damper on a sale.

You say it just the same, but you clothe it in a different garb. It sounds different. That's all.

AMERICAN CANNED MEATS.

Good Results Will Come From Raking the Muck at Chicago.

The Grocers' Federation of England, in annual conference at Sheffield, a few days ago, received a communication from Whitelaw Reid, the American Ambassador, inclosing the following message to Mr. Reid from President Roosevelt:

"You are liberty to inform the Grocers' Federation that under the new law we can and will guarantee the fitness in all respects of tinned meats bearing the government stamp. If any trouble arises therewith, protest can at once be made not merely to the sellers of the goods, but to the United States government itself."

All of this guaranty will be worth more to American packers than any they could possibly obtain from other sources. In the end it will more than compensate them for all losses which they have sustained by reason of the published reports of the government's investigation. It is much to be regretted that these exposures had to come. That such was the case, however, is due to the lax and wrongful methods of the packers themselves. If they had conducted their business properly no exposures of an injurious nature would have been possible, and they would have escaped the losses which they have suffered because of them.

Will Prove Beneficial

The Chicago revelations will prove beneficial all along the line.

They will prove of inestimable benefit to the consumer of meat products, for they have set in motion the machinery of investigation, and it has acquired such momentum that it will not stop until there is radical reform all over the world in the methods of putting up canned goods.

The disclosures made at Chicago will eventually benefit the manufacturers of canned goods of all kinds, although they may suffer some temporary losses.

When these manufacturers come to a realization of the fact that it is greatly to their interest to gain and retain the public confidence—which they can most easily do by square dealing—they will discover that there will be vastly larger sales and a great deal more of aggregate profit for themselves in supplying the market with honest goods than in putting out unwholesome and adulterated goods.

Government Guaranty Helps.

It is a great concession to the meat packers to place the guaranty of the national government upon their product. Few articles of export are thus favored. The packers should be quick to perceive the immense advantages which this endorsement will give them in the foreign market.

The government will also practically guarantee the purity and wholesomeness of these products in the domestic markets, and this will be another benefit, the value of which is beyond computation.

APPRECIATE THE SECRETARY

The final financial report of the picnic of the Spokane Retail Grocers Association showed that it was the most successful picnic ever given by that organization. Much of the credit for the success of the enterprise was bestowed upon Secretary Cory and it was pointed out that, in view of the large amount of extra work he had been put to and in view of its efficiency, it would be fitting for the association to express its appreciation in some practical form. A substancial cash present was decided upon and also a material increase in the secretary's regular salary was unanimously voted.

It was brought to the attention of the meeting that certain parties were selling goods in bulk or unbroken packages at wholesale prices to consumers not only here in the city, but also in the surrounding country to a distance of 100 miles or more. Yet these so called wholesalers get their stocks from regular wholesalers, in some cases erasing the jobbers name from the packages before delivering the same to their customers. Such methods were denounced as being a species of commercial outlawry. Buying from jobbers and selling the consumer they are in reality retailers who seek to make sales through falsely pretending to be wholesalers.

GROCERY MARKETS.

(Continued from Page 22.)

called for chums. There will probably not be enough of these packed to go around. This may have a hardening tendency on pink Alaska, which are now selling at 75c, with an upward tendency."

AMERICAN SARDINES.

New York, N. Y., July 11th.—The special correspondent of the "Trade" reports:

"The market has a sharp upward tendency and light packing prospects, Quotations are $2.60 for key cans and $2.50 for ¼-oils f. o. b. Eastport. Packers are unwilling to take orders in advance of the pack which is now 300,000 cases short of what it was last year at the same time."

New York, July 10th.—Jed Frye & Co. report:

"The situation in American sardines shows a continued improvement in demand and firmness of prices. The scarcity of fish is unprecedented at this season of the year, and compared with last year, there is a falling off of fully 50 per cent of the pack."

HAY.

Somers & Co. report for July 18th: "Conditions remain unchanged in every way, for hay continues to arrive but sparingly by rail, although schooners are very active in bringing supplies from all points accessible by water. Hundreds of cars are waiting at various sidings, and at the moment it is impossible to state when they will be marketed. The S. P. Co. seems to be hard at work endeavoring to furnish track room here, but it may be several weeks before matters in this line are normal again. Practically everybody is anticipating lower prices, and we doubt if there will be much further trading in the country until prices decline. Prices are as quoted last week.

RETAIL GROCERS

Can secure financial, legal and other assistance free of cost. Blanks furnished grocers who must swear to schedule of losses showing items destroyed by fire.

Grocers' Relief Committee.

Nathan Bibo, President;

FFrank B. Connolly, Secretary

Joseph A. Stulz, Treasurer.

SECRETARY'S OFFICE—
901 STANYAN, COR. PAGE

Telephone: Fell 6161

San Francisco, Cal., July 25, 1906.

To the Trade:

We are pleased to inform you that we are now permanently located in our new building,

N. W. COR. FRONT & SACRAMENTO STS.

KNOWN AS 301-303 FRONT ST.,

where we will be pleased to meet our friends and cusamers.

Soliciting your future patronage, we remain for **Greater San Francisco.**

Very respectfully,

LOS ANGELES SAOP CO.

WINDOW DRESSING

Suggestions of Displays that Would Tend to Attract the Passer-by.

A Picnic Window.

Picnic camp scenes are always in order as window exhibits during pic-weather.

The great point to be borne in mind in making such exhibits is that the appeal is made not only to picnickers but the general public, the camp scene the exhibition of certain food products merely affording an opportunity for in a way to create an appetite for the goods and a desire to buy.

The window display that amazes, startles or charms the spectator, without making him say: "That looks tempting! I'd like to have some right now!" is of little practical value.

Every exhibit in the window should be a "make-you-by" exhibit.

Series of Patterns.

Sometimes an arrangement of the window in a series of patterns will make an impression of novelty, and novelty is always pleasing. For instance, to-day have everything in the window arranged in diamond or lozenge pattern. To-morrow, or next week, rearrange the goods so that everything will form the circle pattern. The maltese cross, the wheel and the square pattern could be shown in regular sequence.

Even the show cards and price tickets could be presented in the prevailing shape. The inscriptions on the principal placards might appropriately be made to bear some allusion to the dominant design, as thus: For the diamond window: "Diamond cuts diamond, but we only cut prices." For a maltese cross window: "Our customers never have occasion to get cross." For a circle window: "Go the entire round of our stock and satisfaction is yours." For a wheel window: "Wheel into line and become one of our satisfied customers." For a square window: "These goods square with our claims of superiority of quality."

This is simple enough to put into practice; this system of patterns in regular succession, and the idea is new. Also the cost is nil. A little trouble and no more.

An Attracttve Background.

A London retailer recently fixed up his window, covering up all the woodwork at the back, the floor, and also the iron pillars, with red burlap. The result was a rich, wholesome background for the merchandise.

When the burlap became stained and unattractive, he changed it for another shade.

Sometimes for a change he took crepe paper, and put it on top of the burlap, tacking it in place with brass headed tacks. He cut the crepe paper in widths of about ten inches or a foot and in laying it overlapped the edges, which he pulled out somewhat in order to impart a fullness or sort of ruffle.

Around the iron pillars he wound the paper in spiral form. The effect was attractive and far from expensive.

When the crepe paper became faded or soiled he took it off and the burlap that was underneath served its purpose again.

MILK NOT CREAM.

Minnesota Supreme Court Decides That "Evaporated Creams" are Wrongly Labeled.

The Supreme Court of Minnesota has officially settled the fact that condensed milk or evaporated milk, whichever it is to be called, cannot legally be sold as evaporated cream. The case was brought against a St. Paul grocer who had sold a can of "Highland" brand "Evaporated Cream" made by the Helvetia Milk Condensing Co., of Highland, Ill. This when analyzed was found to contain but 8.4 per cent. of butter fat, whereas normal cream contains 20 per cent. of butter fat.

The defendant appealed the case and the Supreme Court has just decided the case by an affirmation of his conviction. A portion of the court's decision is as follows:—

"It appears from the evidence that the term "evaporated cream" is the trade name of the corporation for its product of condensed milk concentrated to a creamy consistence by evaporation, and used by it in disposing of its condensed milk. Under these circumstances, the defendant claims in effect that the corporation had acquired a right of property in this designation of its condensed milk as "evaporated cream." It is quite obvious that a party cannot sell condensed milk of the consistence of cream for cream because he has given his milk the trade name of cream qualified by some catching adjective. We accordingly hold that the manufacturer's trade name is no protection in this case."

Here follows a description of the label which speaks of the contents, in several places in small type as being "Pure, unsweetened condensed milk." The decision continues:

"The contention of the defendant is to the effect that the label conclusively shows that the article was not sold as cream and that the purchaser must have so understood the matter. The label is well calculated by its form and its words and their arrangement to convey the impression to the purchaser that cream is the article he is buying and to deceive him."

This decision establishes the fact that evaporated milk, while just as pure and wholesome as condensed milk must not be sold as "evaporated cream", for the reason that it is not cream in any sense.

FRESH STOCK OF
NUTRITO
Just Arrived
Rochdale Wholesale Company
Distributing Agents
THIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company
Formerly 117 Battery St.
San Francisco
TEMPORARY LOCATION
Seventh and Kranklin Streets, Oakland

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...	$ .80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA

U. S. Metal Polish

POLISH
Qts. $7.70
Pts. 3.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
2 oz..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON.
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
518 Eleventh St., Oakland, Cal.

AMUSEMENTS.

ORPHEUM.

There is a particularly big bill of headliners this week. The show is far beyond the ordinary in excellence. Every number is full of ginger and most of them bring an element of novelty. The big theatre is crowded nightly.

CHUTES

The usual throng that crowded the Chutes in the past is much augmented by those who attend the Orpheum. The intermission presents one of the most pleasing features of the evening entertainment for the theatre goers and at the same time, the size of the crowd adds to the sport of those who have merely gone to the Chutes. There are several new attractions while the Chutes, the Circle Swing and the other concessions continue to thrill.

DAVIS THEATRE.

Rice & Cady and Bobby North are to open at Davis Theatre on Monday evening in "Fiddle Dee Dee." The Davis Bros. have been seeking to secure the best talent available and intend to make their little theatre on McAllister just above Fillmore St. popular as was Fischers. For prima donna they will have Rosemary Glosz and the chorus has been selected because of their pretty faces, dainty shape and graceful dancing. The management proposes to run the Weber & Fields pieces that have been successful as laugh provokers throughout the United States and the fact that George Lask is to be stage manager insures a rippling good show.

They are playing "A Gay Old Time" at the Davis this week. Eddy Weston is the Irish comedian who takes the part made famous by Johnny Ray.

CENTRAL THEATRE.

"The Lost Paradise" is the offering at the Central this week. They have a very well balanced company for the production of melo dramas and in "The Lost Paradise" theatre goers find the only legitimate relief offered from the general outpouring of vaudeville. Benjamine McQuarrie plays the role of Knowlton, the ironmaster, most acceptably. Orral Humphreys, is a swaggering young villian. The leading ingenue part is well taken care of by Miss Anges Williams Johns. Miss Bessie Bacon is a pleasing soubrette. Others in the cast are Wilfred Roger, Ramsey Wallace, Robert Lawler and Lee Millar. Next week the offering will be Oza Waldrop in "The Old Lime Kiln."

F. W. Stith, who recently sold his interest in the Stith & Shurtleff Co. to Flavel Shurtleff, will hereafter do business under the style of the F. W. Stith Brokerage Co. Mr. Shurtleff has formed a partnership with George I. Taylor, and they will do business as the Shurtleff-Ttylor Co. 353 South Los Angeles street is the company's address.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

BAKER'S

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. Spohn Co., Agents. Ninth and West Sts., Oakland.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Make Your Customers Your Friends by Selling them

ALPINE

- - THE RICHEST - -

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat . . . . . .

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS . . . . . .

Alpine gives the Dealer a Profit. It pays you to handle it. . . . . .

For Sale by all Jobbers

Alpine Evaporated Cream Co.

Temporary Office

922 Franklin Street, Oakland

Factory: HOLLISTER, CAL.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, AUG. 3, 1906. VOL. 11, NO. 30.



IN THE DARK

Mr. Merchant :—

Do YOU KNOW how MUCH STOCK you have on hand at the FIRST of each MONTH?

Do YOU KNOW how MUCH your CUSTOMERS OWE YOU on the FIRST of each MONTH ?

In case of FIRE, could you show a COMPLETE STATEMENT of LOSS on any day of the MONTH ?

If your accounts were kept by THE McCASKEY SYSTEM, in a few minutes you could get ALL this INFORMATION ANY day of the week or month. It's the ONLY COMPLETE ONE WRITING System.

Our CATALOGUE explains.— —It's FREE.

"WE CAN SHOW YOU."
McCaskey Register Co., Alliance, Ohio
Makers
WM. A. HAWLEY Pacific Coast Agent
1212 Gough Street San Francisco
Branch Agencies—Los Angeles, San Jose, Sacramento, Reno, Portland, Seattle and Spokane.



The Original Powdered Stove Polish
Mixes with Water Instantly

ADVERTISED EVERYWHERE

OUR GUARANTEES:
To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.

PURE

We absolutely Guarantee the Quality of

CALIFORNIA

HOME BRAND

Pickles
Vinegar
Catsup
Etc.

Shipped Promptly from Present Stocks in any Quantity.

NO CHANGE IN PRICE

Write or Telephone

Pacific Vinegar and Pickle Works

Haywards, Cal.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.

Take Notice

The Merchants of San Francisco

HAVING ACCOUNTS WITH THE

Anderson Tool Co.

AND

Beck Hardware Co.

Who were burnt out, and whose fixtures were destroyed in the Great Fire are hereby notified that they are

Released from their Indebtedness

and can obtain a receipt in full by sending their present address to

Beck Hardware Co.

Atlas Building

604 Mission St., San Francisco.

PHONE TEMPORARY 978

General Agents for

Dunn Cheese Cutter
Royal Electric Mills
Walker Counters and Bins
Dunn Oil Tanks
Royal Electric Meat Chopper
Refrigerators

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

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W. A. Hawley, 2126 Blake St., Berkeley.
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Fred F. Hobbs Co., 922 Franklin, Oakland.
The C. B. Jennings Co., 958 Franklin, Oakland.
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Mills and Meat Choppers



SOLD ON EASY PAYMENTS

No Special Wiring Required. Screw PLUG into Incandescent Light socket.

DON'T FORGET

Our Coffee Mills

CUT THE COFFEE

They

DO NOT GRIND IT

Write for Descriptive Circular, Prices and Terms

BECK HARDWARE CO.

GENERAL AGENTS

ATLAS BUILDING, 604 MISSION ST. SAN FRANCISCO

294 SYNDICATE BUILDING. OAKLAND, CAL.

WHERE

FOSTER BROS. CO.



NAPA, CAL.

Do you get the Finest Canned Fruits?

Napa Valley
CALIFORNIA!

These products are preferred stock for flavor and excellence. As the cream of Californian yields, Napa takes the palm. Orchards are young, soils not overtaxed, temperature mild, mellowing, central belt, matrring not too early.. Failure almost unknown, should one fruit be shy, next variety is exuberant. When we offer our

Chief Solano and Navajo Brands

we submit the grandest qualities ever packed, Jobbers report these are to the front of the trade. Positive FOOD FRUIT PURITY assured by our sanitary, sterilized methods, open and above board to the world.

No more fictitious labels! Fruits sold as Californian which never saw the state are ruled out by the new law on "deceptive names." We're entitled to awards due our brands. These goods are processed right from the tree to kettle; free from chemicals, free from colorings, from adulterants, substitutes or fillings of any kind. Absolutely nothing but our special system which is the culmination of skill, science and simplicity producing most practical and proficient canning ever attained.

FOSTER BROS. CO., Inc.

All Eastern sight drafts payable on presentation.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., JULY 27, 1906. VOL. 11. NO. 29.

THE

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POINTS TO WATCH.

State Convention—

The session at Oakland on Monday and Tuesday, Sept. 24th and 25th, will be of great value and interest. Every grocer who can do so should attend.

Sugar—

Eastern refineries are now buying in Europe and other outside markets. Experts insist that there is no probability of a decline.

Coffee—

The market is very strong. Read the Market Review.

Apricots and Peaches—

These fruits are bringing nearly twice as much as last year.

Canned Tomatoes—

In the East a price of 85c for Standard 3's is recognized as against $1.20 asked by the Syndicate a month ago. Future 3's are bringing 75c, as the pack promises to be short.

Canned Peas—

There will be about 40 per cent of an average pack in the East.

Canned Salmon—

The Puget Sound pack has been light to date and the Columbia river pack is far below sales so far.

BACK TO SAN FRANCISCO.

Hills Bros. the well known coffee aid tea house, will be under their own roof again about August 15th. The new building being erected for them on Howard street opposite New Montgomery is rapidly approaching completion and when completed will be a commodious and well arranged coffee and tea house.

It will have a ground space of 90x112 feet, with a broad gallery around the sides and across the center.

J. J. CUSACK TAKES HOLD

Wide Awake Young Merchant Chosen As Field Secretary.

BRINGS IN NEW MEMBERS.

Associated Retail Grocers Undertake Much Active Work.

By Secretary Frank B. Connolly.

It gives me great pleasure to be able to state that J. J. Cusack, a well known young business man whose grocery store was destroyed by the fire, has been chosen Field Secretary by the committee appointed to secure an active worker to advance Association interests.

Mr. Cusack took hold of the work this Monday.

Already he has added nearly twenty new names to the membership roll.

When the plans of the Associated Retail Grocers are considered, it can readily be seen that it will be to the advantage of every grocer to join.

Mr. Cusack was chosen by a committee consisting of President N. Bibo, Vice-President Geo. B. Doyle and the writer, whose business responsibilities made it impossible for him to give to the Association the time necessary for its successful work. There were a number of applicants but Mr. Cusack was considered the most desirable.

His experience as a grocer has taught him the needs of the trade. He is familiar with the men whom he must serve—both retailers and wholesalers. He is young and energetic. He has a good address. He is a man of standing, as is shown by the fact that he has been chosen for the highest office of California Parlor of the N. S. G. W.

What is to be Done.

Mr. Cusack proposes to act as the private secretary, as it were, of every member of the organization. His work will help the members in the following ways:

INDIVIDUAL ACTION:

Each member will be called on frequently. Mr. Cusack will be his secretary. Mr. Cusack will recognize the fact that he is being paid to do the members work and not to hustle ads for himself and collect bills on which he will get a big commission.

BETTER PROFITS.

The members will find that they can be sure of having a great many other grocers act with them to say to hoggish manufacturers: "If you let your goods be sold at a price that doesn't leave us a fair profit, we will not handle them." In this way they can force fair treatment.

CONTROLLING JOBBERS.

When a member finds a wholesaler or manufacturer selling to a customer he will have Mr. Cusack to take the matter up and can be sure that, if necessary, the grocers of the whole State will join in his kick.

HANDLING DEAD BEATS.

By turning over their bad bills to the Association Collectors, they will get much money that would otherwise be lost. A list of these bills, when printed, will give them a "Black List" that will make it easier to collect their accounts.

CREDIT RATINGS.

By a monthly payment to a first class credit rating establishment, the organization secures for members the right to learn for a very small fee all about a party who may desire to open an account.

BETTER LAWS.

Through the State Association, members will be enabled to get the help of grocers all over California to secure the passage of better measures.

TRADE ABUSES.

When any member knows of an abuse that can be corrected, he can be sure that it will be brought promptly to the attention of the Association and plans perfected for effecting a cure.

FELLOWSHIP.

Through the organization, the men of the trade will be brought close together.

RESULTS.

First—The grocers are now getting a profit of 20 cents a sack on flour as against 5 to 7½ cents a year ago. This is due to the men of the Associated Retail Grocers.

Second—Laws are now on the State books by which the wages of a public official can be attached, making the wife's property responsible for the family household debts. Providing that the retailer who has a guaranty of purity shall not be liable under the Pure Food Law. These laws were secured through the men in the Associated Retail Grocers. Numerous manufacturers are prepared to refuse to allow cutters to sell their goods as soon as the grocers of San Francisco say they want them to take that action. This is due to the Associated Retail Grocers.

There is much more to be done.

Every grocer must help. The organization does not do things. It only enables the members to do things themselves by cooperating.

In order to help the work along, the "Advocate" has tendered the use of offices and phone FREE to the Associated Retail Grocers for the month of August and September.

Are YOU willing to help?

If you are, phone or write to Field Secretary J. J. Cusack, 1714 Webster street. Phone, West 3067.

FRANK B. CONNOLLY, Sec.

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Association for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. Phone West 3067

WANT FAIR CLAIMS PAID.

Grocers Demand Only Justice and No Special Consideration.

Grocers are held up in the light of worse than looters by the "Chronicle," of which M. H. de Young is proprietor.

Mr. de Young has charge of that section of the relief funds applied to settling claims against the authorities.

His slogan is apparently: **"Keep down those bills. We want money for houses that we can sell."**

He should remember that the money in his hands was sent to relieve and help rehabilitate San Francisco.

They **seized** the grocers goods, in the first place. Though the dealers would have sold them for a much greater price than they charged the city, they were taken.

That was proper. But the man whose rights were so violently violated should have been the **first to be paid** and not the last.

Treated as Beggars.

As it is, these men have, in many instances been treated as if they were either thieves or beggars. There was no bureau to which they could personally present proofs of the justice of their claims. They filed a claim and then the judges considered the claims in star chamber session, and they were pigeon-holed again.

All this while, the claimant, needing money, kept calling at the claims department to be turned away with no information or to be informed:

"Your claim has been disallowed."

Or perhaps it would be:

"We will allow you a third of your claim, because that was all the insurance you carried."

Or there would be some other unsatisfactory answer. Then, if he protested, he would be viewed as a nuisance who was blocking the machinery and his judges would become prejudiced and feel that they had to act as attorneys against the claim to uphold the position they had taken.

Authorities Must Discriminate

The Associated Retail Grocers are business men.

They would be the first to protest against the paying of bills indiscriminately.

But they do also protest against having honest men treated as blacklegs and thieves because a few dishonest men have sought to loot the Relief Funds.

They also protest against the attitude of the Relief Committee that they must consider all claims as unduly large because certain tricksters inflated their accounts. Such action is putting honesty at a serious discount, since the honest man will be robbed by the authorities. This is as wrong as for the dishonest man to be allowed to steal.

Dailies Join In Protest.

The "Call" and the "Bulletin" have both protested in the name of the retail grocers. The editorial comment of the "Bulletin" is worthy of close consideration. It says:

WILL DE YOUNG AS AUDITOR PAY THE GROCERS' CLAIMS.

M. H. de Young has had a good deal to say in his newspaper denunciatory of the "gougers," and his selection as the auditing member of the relief corporation, therefore, must gratify him. Mr. de Young has been crying that bills must be kept down and he will now have the power to keep them down.

No one will doubt the peculiar fitness of Mr. de Young for the work which has been assigned to him. He may be trusted to make good bargains and get the most for the money. His talent in that respect is justly regarded as extraordinary.

There is one point, however, a point of policy rather than economy, on which Mr. de Young is likely to err if he adheres to the opinions expressed by him in his newspaper. **There are before the committee claims from a large number of grocers whose stock of goods was distributed to the populace during the fire, and who are seeking reimbursement out of the relief fund. The Chronicle counsels against the payment of these claims. That paper insists that the grocers shall stand their own losses, although they will not, of course, be able to collect insurance on the stock so distributed, since it was not burned.**

It seems to The Bulletin that **it would be eminently just and equitable to pay these grocers.** They might have locked their doors and let their stock burn up, in which event they could collect insurance. Instead of doing that they gave up their goods to the people. The relief fund was given for the purchase of supplies, and these grocers gave supplies in advance and on trust. Why should they not be paid for their goods as well as the Eastern jobbers from whom Secretary Taft bought groceries?

Mr. de Young may advise that the grocers bring suits against the city. But **why should they be put to the expense of litigation if their claims are just?** Why not pay them as quickly as any other creditor is paid?

Perhaps when Mr. de Young sits down with the grocers his view of their claims may be different as an auditor from his view as an editor. It is one thing to cry "Don't pay" in a newspaper and quite another to reject the claims as one having authority.

We Know the Merits OF MAPLEINE



And we endorse and recommend it.

The sales are increasing daily, wich is a good sign of its popularity.

It makes a syrup better than maple, and it nets you a good profit; -- better than maple syrup.

Place an order on our recommendation and be convinced.

JOHN H. SPOHN CO., Agents

Ninth and West Street, Oakland.

Crescent Mfg. Co., Mfrs., Seattle.

NEWS OF COAST.

CALIFORNIA.

Valley Center.—R. T. Baines has opened up a grocery store in this place.

Sawtelle, July 11.—L. G. Deering will re-open the People's Meat Market in the Ridout building, part of which he has rented. L. T. Stowell will occupy a part of the building with his grocery stock. Mr. Stowell hopes to get into his new quarters about the 20th of the month.

Pasadena, July 19.—A new grocery will be opened for business next week at No. 1159 North Fair Oaks avenue by E. A. Mattison.

Los Angeles, July 22.—Vincent Mullieri, an Italian grocer at 600 Alpine street, fell dead last night of heart failure.

Pacific Grove.—Charley Figuero broke into the grocery of A. M. Aggeler on July 20th. A few copper cents and some bread tickets, which were in the end drawer, was all that was taken.

San Fernando, July 20.—J. Allen, formerly engaged in business in Los Angeles, has let the contract for a building to be erected on College avenue. He will carry a full line of groceries and Sanitarium health fodos.

San Bernardino.—A. C. Lister has purchased the stock of groceries of W. H. H. Easton and will continue the business at the old stand.

Petaluma, July 20.—The Rochdale store at Penns Grove has been disincorporated. The Santa Rosa Rochdale store recently disincorporated owing to the fire.

Monterey, July 22.—An attempt was made last evening to burglarize the grocery store of J. Sparolini on Alvarado street. The police were notified, but no clue was discovered that would lead to the identity of the men.

San Francisco.—Mrs. M. J. Hany has sold her grocery store at 441 Oak St., to Mrs. C. M. Gable.

Santa Cruz.—Fred Peterson has sold his entire stock of teas to C. D. Hinkle, the grocer, and will retire from that business entirely.

San Jose.—E. V. Hunt, groceryman, whose home and place of business is located at the corner of Delmas and Grant streets in this city, died July 23d as a result of a stroke of appoplexy which he suffered last Thursday. Deceased was 56 years of age and a native of Canada.

Fullerton.—Billy Goodwin has purchased Bert West's interest in the grocery store. Mr. West retains the laundry and newspaper agency.

Los Angeles, Cal., July 13.—Adams & Richardson have opened a grocery store on the corner of Baldwin and East Lake avenue, having bought the stock of E. C. Trowbridge.

Los Angeles, Cal.—Stetson, Preston Co. will move their large new warerooms at Santa Fe avenue and East Second street on July 30th. Mr. F. Hallocher has sold his grocery store to George D. Tanton. W. J. Sutton, an old Los Angeles grocer, has removed from 2007 E. 7th street to the corner of Compton avenue and Adams street. George E. Watson is installing a stock of groceries at Nordica, a new station on the Colgrove electric lines.

Los Angeles, July 20.—J. A. Brooker of 1830 Downey avenue has sold his grocery business to J. E. Scott. S. A. Dove has sold his business to H. T. Butler & Son, experienced grocerymen. F. J. Mynders has sold his grocery at 6th and Hope to J. L. Jones. Mrs. C. M. Warren has sold her grocery to A. T. and N. M. Cobb. A. F. Southwick has sold out at 238 South Griffin avenue, to V. O. Harter of Riverside, who intends moving to other quarters. Mrs. P. M. Armbruster's store now has the firm name of Edwin T. Scholler & Co., she having married Mr. Scholler.

Fresno, Cal., July 20.—O. H. Schroeder gives notice that he has sold out to William Van Cleve & Co.

Santa Ana, Cal.—L. H. Thomas, the Laguna Beach grocer, has purchased a new delivery wagon.

San Francisco.—Goldberg, Bowen & Co. opened their handsome new store on Van Ness avenue, near Sutter St., Monday, July 30, 1906. All the old Pine and Sutter accounts will be served from the Van Ness store. This will be their main store until they return to their own building on Sutter, near Kearny street.

Los Angeles.—Carcless handling of a cigarette stub created a whirl of excitement on July 4th at the grocery store owned by John Gordon, 2500 Boulder street. Gordon had a small supply of fireworks on hand, and the cigarette fell in a hidden corner, where it set fire to a fuse. There were few people in the store at the time, and those few were driven into the street when the fireworks began to explode. The damage amounted to about $150.

Los Angeles.—Burglars entered the store of Powers & Young, grocers, 1958 East First street, and stole the day's receipts, $261 on July 3rd. Nothing else was distrubed.

Santa Barbara.—The Board of Supervisors awarded the contract for supplying the county with groceries to Cornwall & Son.

Redlands.—Capt. C. W. Clarke whose grocery in this city was recently purchased by Newberry & Barrows has accepted a position with J. R. Newberry in one of his Los Angeles stores.

Los Angeles.—The store of I. D. Williamson, 1601 Sunset Boulevard was destroyed by fire on July 5th. Loss, $3,500. Insurance, $2,000.

Ventura.—The Ventura Grocery Co. has been incorporated. The company is capitalized for $20,000, divided into 400 shares of the par value of $50 each of which $7,900 has been subscribed as follows: Martin L. Stahl, $3,450; Merton Barnes, $3,450; Frank A. Dudley, $1,000. The above named gentlemen are the first directors. By the new incorporation, Mr. Dudley becomes associated with Messrs. Stahl and Barnes. He has been one of the efficient clerks of the firm for some time, and has a great many friends

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

who will be gratified to learn of his advancement.

Redlands.—J. J. Suess and the employees of the three Star grocery stores of Redlands crowded a special car on July 26th going to Urbita for their annual outing. Almost sixty persons went on the picnic. It was the third annual event and everybody who took part enjoyed themselves immensely. About thirty clerks were present, accompanied by their wives and sweethearts. The party left in the afternoon about 5 o'clock and returned shortly after eleven o'clock.

Sacramento.—The Board of Supervisors have decided that A. Schaden be given the contract for grocers for County institutions.

Pasadena.—The firm of Newberry & Dagley, proprietors of the Newberry Grocery, has been dissolved by mutual consent and Mr. J. R. Newberry will continue the business, which is in a thriving condition. Mr. Newberry will take charge of all accounts receivable and will pay all bills outstanding for the grocery establishment.

Highland Park.—Mr. Colby of the Highland Park grocery reports a rapid increase in business and an additional delivery wagon will be placed on the streets within a few days.

Santa Ana.—A. E. Ott, the grocer, has contracted for one of the prettiest 1907 calendars on record.

Los Angeles.—Rivers Bros., grocers, will test an ordinace recently passed which declares that all fruit must be covered so that dust and flies cannot settle on it.

Highland Park.—The Acme grocery people are still making improvements.

Oroville.—The grocers of the town have entered into an agreement whereby beginning August 1st, they will close their places of business at 6 p. m.

Clovis.—During a general fire on July 23rd ,the store of John Gorde was destroyed. Loss, $5,000. Insurance, $3,200.

STATE CONVENTION PLANS.

The "Enquirer," of Oakland says: Arrangements are being made by the local grocers for the entertainment to the convention of the State Grocers' Association, which is to be held in Oakland, September 24th and 25th. It is expected that delegates will be present from all parts of the state ,and in addition to the regular proceedings of the convention a trolley ride, banquet and theatre party are planned for the pleasure of the visitors. The coming of such a body of business men is an excellent advertisement for Oakland, and this city ought to be in line for the entertainment of many such meetings."

Every Grocer who can attend this convention should do so as matters of great interest and importance will come up.

PORTLAND PICNICS.

Portland, July 10.—Practically every retail grocery store in Portland, many of the meat markets and one wholesale grocery store closed their doors yesterday to afford owners and employees an opportunity to enjoy the annual picnic of the Retail Grocers' Association. Bonneville was the mecca of the party, and a special train of 16 cars was required to accomodate the 1000 people who attended from this city. Grocers and their families from Cascade Locks, The Dalles and other towns along the Columbia also were present.

Work has already commenced upon a new building for Smith's Cash Store on a lot on the west side of Stenart street, between Market and Mission streets, adjacent to the temporary store occupied by the firm. The building will be a two-story frame, with a wide balcony along each wall. The building will cost $7500.

UNION PLANS A STORE.

San Pedro, July 24.—At a recent meeting of the Longshoremen's Union of this city the subject of starting a department store which is to be fathered by the union and stock sold for its organization was greatly favored. In the treasury of the union is $8000 which is not being used for any purpose, and it is thought that with a portion of that fund, together with what stock could be sold, a very god store could be started.

KEPT THINGS LIVELY.

Pasadena, July 25.—The first time his lamp acted suspiciously B. Geahr, 64 North Pasadena avenue, merely threw it out of doors, where it went out. That was several days ago. Last night it again acted queerly and again he threw it out. The second time it exploded throwing burning oil all about. This caused him to investigate and he discovered that the grocer had sold him gasoline for kerosene.

CUDAHY

Pa king Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

TIME ESTABLISHES TRUTH.

Business Men Now Vindicate the Position Taken by the Advocate.

The business men of San Francisco are today arrayed behind Mayor Schmitz.

They now realize the truth of the assertions made by the "Advocate" during the last campaign, that Mayor Schmitz was a man of sterling integrity and great ability.

A new campaign is at hand.

The newspapers are already beginning to fling mud at the Mayor and seek to lessen him in the public eye by false stories told to satisfy the miserable, petty, political spites or ambitions of their proprietors.

Too many people KNOW now, to be fooled by the yellow sheets that serve as newspapers for San Francisco.

Study every story. Ask if it is credible first. Look to the motive of the responsible party and to his character. Then look at the actions of the party accused and you will realize why the outrageous stories of the daily press hurt Mayor Schmitz so little.

In departing from San Francisco, Dr. Devine, President's Roosevelt's personal representative in the relief work, said: "If I am ever again called upon to do relief work after such a calamity, I hope that the chief executive of the city will be a man like Mayor Schmitz; and that he will have the good judgment to put a man like Mr. Phelan at the head of the Finance Committee."

Ask any of the member of the Committee of Fifty about Mayor Schmitz. They will say the same thing.

Ask any Union that has asked his co-operation and know the man. They will give a similar answer.

Ask any fair minded man who has met Mayor Schmitz as a man or as an official and learned to know him, and his reply will sound very much like Dr. Devine's.

The **Advocate** is not saying "I told you so," now, but we are saying: "We are glad that justice is at last being done a big, honest, capable man and official by men who opposed him only a year ago rancorously and with a bitterness that has seldom been equalled."



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $850.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

PRUNES

We Make a Specialty of

SELLING DIRECT

To the Dealer

HE SAVES the middleman's profit

QUALITY

We handle the **Products of Our Own Orchards ONLY, Cured** and **Packed** by **Ourselves.**

UNIFORMITY

For this reason dealers are safe in making a speciality of our fine Prunes, since they will be always the same.

CLEANLINESS

Our **Dry-Yards** and **Packing House** are clean as a kitchen. Our fruit needs no washring before cooking.

SATISFACTION

You can **"Money-Back"** our goods to your customers We guarantee them and protect you.

HOW MUCH CAN YOU USE ?

Correspondence Solicited

Los Gatos Cured Fruit Co.

LOS GATOS, CAL.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.
Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers' and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.

First Vice-President, Geo. B. Doyle.

Second Vice-President, J. S. Irvine.

Treasurer, J. F. Schomer.

Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.

Secretary, Frank B. Connolly.

ASSOCIATION NEWS.

August 1st will see the new rating book of the Peorial, Ill. Merchants, association in effect and the dead beats of the Illinois city will have a hard time to obtain credit not due them.

The Milwaukee Retail Grocers' association has started a movement to close the stores Thursday afternoons during July and August.

The Detroit, Mich., Retail Grocers' Protective association is waging an active warfare against market men who have been retailing products handled at the city market in violation of the city ordinnances. The association had its first drawing for the $5 prize for attendance. The number "23", which was entitled to the prize, was drawn in the name of a member not present and the prize reverted to the treasury of the association.

All grocery and butcher stores in Dayton, Ohio, closed promptly at nine o'clock on Tuesday of last week to enable everybody connected with the two trades to attend the annual outing of the Dayton Retail Grocers' and Butchers' association.

The New Orleans Retail Grocers' association will furnish the Wholesale Grocers' association with the names of all price cutters as a protection to the other members who do not sell their goods at or below cost.

Fifty applications for membership were presented at the last meeting of the Nashville (Tenn.) Retail Grocers' association.

The Marion (O) Retail Merchants association has had little trouble in convincing the people of that city that it is an organization which has none of the objectionable features of a trust.

The merchants of Colville, Oregon, are justly aroused over the action of a representative of a so-called Portland wholesale grocery house—Brettell Bros.—in soliciting retail orders for groceries among the farmers and consumers of the surrounding country.

W. H. MINER REBUILDING.

The W. H. Miner Coffee Company, already has a handsome cream brick building in course of erection at the old site, 626 and 628 Third street. While the firm sticks to the old location the equipment with which it starts the first of October will be of the latest type and of enlarged capacity. Machinery of new and improved pattern is now being constructed in New York, and will be ready by the time the building is ready to receive it. On its stationary this plucky concern carries the legend, "Burned out April 18; ready for business April 21."

PURE FOOD LAW.

National Grocers Association Urges Similar Law In All States.

Chicago, July 21.—The executive committee of the National Retail Grocers, representing 150,000 members, met here yesterday.

"Although the pure food law passed by the recent Congress has some defects, it is a big step in the right direction," said John A. Green, president of the association. "It is the retail grocers who are most deeply concerned in the pure food movement, and it was our association which started and helped maintain the campaign. We had a committee in Washington most of the last session of Congress.

"We now will make a campaign in the various states for the making of laws to conform with the national pure food law, and to make convictions under State laws possible. We predict that inside of two years the manufacturing of impure foods will be impossible."

HARRY UNNA CO.

REMOVED TO

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH
One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

FREE DEAL

Blue Label Ketchup

Dealers who have not already placed their orders for Blue Label Ketchup through the representative of the Fred. F. Hobbs Co., should not delay placing their orders for future delivery. If you will drop us a postal we will have one of our salesmen call on you so that you can fill out your order to be shipped through any jobber you may select.

All orders placed with us for future delivery entitle you to 50 cents per case rebate on pints and 25 cents per case on half-pints and quarts.

Remember Curtice Bros. **Blue Label Ketchup** is packed 25 pints and 25 half-pints to a case. This secures you an additional profit.

FRED F. HOBBS CO.

NORTHERN CALIFORNIA REPRESENTATIVES

Temporary office, 922 Franklin Street - - - Oakland

Phone 6319

SCHILLING'S PLANS.

Vice-President Volkmann Tells of Bright Hopes For the Future.

"We are building larger and better than before," said Vice-President Geo. F. Volkmann of A. Schilling & Company in explaining the plans of that princely firm. "No matter what it costs, the plant shall be not only fireproof but worry proof as well."

Then he explained that the firm employed many girls and that it was the policy to make the new plant so safe that no matter what happened, their relatives and friends would have no occasion to worry for the welfare of the young women.

The coffee, tea and spice establishment of A. Schilling & Company was one of the unique institutions of the city before the fire. Its shipping court lined with hanging baskets and caged canaries, its Japanese gardens, its conservatory, its artistically decorated offices and its statuary, including the heroic figure of Mercury over the entrance all made it well worth a visit.

"Our motto now, as before," said Mr. Volkmann, "was, 'Therefore, when we build, let it be such as our descendants will thank us for.' To build stronger, better, in steel, fire and worry proof. We shall have three stories and a basement on Folsom street, instead of two stories and basement as before, 60x170 feet. On second street the building will be 60x208.9 feet and three stories high, an increase of one story and the addition of a lot 38.9 feet. The coffee warehouse which was all one story before will be partly three stories. The office building will be modeled upon the old lines and two stories high. We have outgrown our plant in the three years since the old building was erected."

A. Schilling had just arrived in New York on his way to Europe for a stay of fifteen months when the news of the fire reached him. He delayed his departure until he could attend to the orders from the home office for supplies for beginning business again. He will sail on August 18 and will return to see the new plant instead of the ruins of the old one.

THE SPOHN CO. RETURN.

The many friends and patrons of the John H. Spohn Co. will be pleased to learn that they will be back in San Francisco under their own roof by Monday, August 6, next.

This enterprising firm have secured commodious office room at 50-52 Clay street, where they are fitting up elegant offices for the conduct of their varied and extensive trade.

This move on the part of the John H. Spohn Co. will be an added spur to other brokerage firms to get back in the center of trade again, and should put them in such position to care for their various accounts.

OAKLAND BUSY.

Planing Entertainment For Visitors to State Convention.

Oakland, California, July 31, 1906.

Retail Grocers' Advocate: The members of the Alameda County Retail Grocers' and Merchants Association are about the busiest people on earth, at the present time, preparing for thebig State Convention which is to be held in September.

Committees are hard at work, and no stone will be left unturned to make the Convention a success in every respect.

H. D. Cushing and John Mitchell were appointed on the hotel committee and are making arrangements to take care of the delegates and their families.

President H. K. Duncan and Director Geo. Hoffman of the banquet committee has haunted and made life miserable for the managers of every first-class hotel and cafe in this city. They promise to show those people from the cow counties something new in dainty dishes and liquid refreshments.

Local Association work is progressing nicely and the membership building up rapidly.

A number of material benefits have been secured recently for the grocers, through the active efforts of the Association, and there is no question but that other associations through the State will have to hustle to keep up with the Alameda County body.

BACK ON DAVIS STREET.

Guggenhime & Co. are now in their new building, 118 to 126 Davis street. This is one of the first buildings to be completed in the immediate neighborhood. Previous to the fire they occupied only a portion of the buildnig which covered this site.

J. H. NEWBAUER & CO.

Importers and Wholesale

GROCERS

430-432 Fifth Street

P. O. Box 489 San Francisco.

The reorganization of our business has been rapid, and our deliveries are again assuming normal proportions. We are therefore prepared to fill orders for the general line of groceries, cigars and tobacco. Send us your orders, and same will have most careful attention

Watch us Grow!

PROTECTING PRICE PAYS.

Consistent and Well Considered Campaign, Firmly Backed Helps Manufacturer as Well as Dealer.

J. R. Newberry contributes a carefully prepared article on the above subject to the Pacific Coast Grocers Magazine in which he says:

In order to handle this subject from our standpoint, we will divide the great fabric of the distribution of the commissary of this country into three great classes.

First, the producer and the manufacturer;

Second, the distributer or middle man.

Third, the consumer.

These represent the entire machinery of this vast country.

Work Without Profit

In our present condition, 75 per cent of the distributing trade in the commissary department are absolutely doing their business without one dollar of recompense.

Take for instance the four great trusts in our commissary department today—sugar, coal, flour and packing-house products. These four combined interests of this country shape the monetary consideration of nearly ever transaction in this country.

Look at the distributers of these four articles, and I say without fear of contradiction that these four articles which constitute at least 40 per cent of the distributer's handlings, are handled by both branches of the distributing trade at 10 per cent less than cost of distribution.

Standard Oil Example.

Why should the Standard Oil Company have the immense amount of wealth that it has? There are at least 285,000 retail dealers in the United States absolutely handling this product every day from 7 to 10 per cent less than it costs them to distribute it. There are from twenty-five to thirty thousand jobbers in this country handling this product at from 3 to 5 per cent less than it costs them to distribute it.

Do the producers reap any reward? It is true that the consumers are getting these goods largely at the price they are deserving, but who are the sufferers?

Still the consumer, because if he gets his coal oil and sugar and flour and packing-house products for **10 per cent less than the cost of distribution,** he must rest assured that the balance of 60 per cent of the goods that he buys **he pays more than a double profit on,** thereby making not only the consumer but the producer as well as the distributor a sufferer.

Well Known Products Lose

We know how well nigh hopeless seems the task to interest manufacturers and producers in a proposition of stemming the demoralizing torrent that is pushing their well known and meritorious products from the shelves of the retail distributers, because of the fact that their goods do not pay for their distribution.

For years it has been the universal rule that staple and proprietary goods of manufacturers and producers are sold to the jobbing distributer at a list price, from which they receive a 10 per cent margin to pay that branch of the distributing trade for the cost of distribution and a legitimate profit. The manufacturers know and understand full well that on their lines they have made a dismal failure, so far as maintaining any uniform or regular price on their merchandise is concerned.

So, as we said before, if this proposition cannot be accomplished with a few thousand intelligent jobbers, why should they attempt the task with nearly 300,000 retailers?

Conditions Promise Change.

But there are certain signs that cannot be mistaken.

First, the public are demanding a pure food law.

Second, no intelligent producer or manufacturer puts goods upon the market without first weighing the most important factor of his success, and that is, can the consumer pay for his product a price, such as taking into consideration the cost of the raw material, the manufacturing and transportating it to the distributers, allowing the distributing trade a fair margin?

Each of these four points are carefully and conscientiously figured out by the producer. He figures the amount of money that is necessary to put in printer's ink, bringing people's attention to his wares, and then sees that there is a food value that will bear out to the consuming trade a reasonable and just remuneration.

Rewarding the Retailer.

Is not the manufacturer then, the proper person and has he not the moral and legal right to name the price that the consumer shall have his goods at?

We know that 60 per cent of the goods handled by both branches of the distributing trade in this country bears the burden for the 100 per cent, and the 40 per cent that are enjoying this pleasure proposition are the men that are today wielding their influence in congress and out of congress. Is there not some solution to this problem?

Discrimination Must Cease.

The intelligent producers and consumers of this country are today talking in earnest upon street corners of the absolute necessity of the national government talking some action on the railroad rate making of this country.

Look at the 200 magazines and over that are published in the United States today, with from 35 to 100 pages of advertisements in each issue that run from one to six hundred dollars a page, and in all this the great American producers and consumers absolutely foot the bill.

Think of the army of 300,000 retailers in this country that are calmly following in the wake of advertisements, simply machines.

The time has come for us to ask this question, "Shall printer's ink or brains handle the commissary department of this country?"

With all of this chaotic condition, is there a remedy a remedy that will protect the producer and the consumer, and afford a reasonable cost of distribution?

The One Safe Remedy.

We say there is,—and there is but one, and that is for the individual manufacturer to name the price that the consumers are to have his product for.

If the manufacturer should make a price above its reasonable food value, then the consumer will not use it, because there is enough competition in everything so that manufacturers will name a correct price for the food value of their production. The producer, when the manufacturers do not pay him a reasonable compensation for what he produces, will of necessity turn his attention to other matters, therefore it will be but a short time before matters will settle down to an equitable and honest price for the distributer, and a conservative price for the consumer.

Will Control Cutters.

When this is done, and the manufacturer absolutely fixes his price, which he has a legal right to fix and to enforce, then the vicious and malicious demoralizer of public confidence cannot waste nine-tenths of the advertising that legitimate and honest dealers put in their gods.

It has been often said, and truly, that nine-tenths of the advertising is thrown away because of the apparent impossibitity of manufacturers protecting their goods. In this we must all remember, the producer and the consumer foot the bill.

One of the greatest obstacles we have met in Southern California in having the manufacturers establish a price is the apparent non-support of the jobbing part of the distributing trade. It is thoroughly understood that 95 per cent of the retail distributing is done through credit houses, and still the jobbing trade of our section **will sell goods from one-third to one-half the profit to a trade cutter** than he will to the legitimate trade, and he does this knowing that he is harrasing and demoralizing 95 per cent of his own trade. And this is a common occurance.

The remedy we suggest of **the manufacturer making the price** obviates all necessity of the jobber clamoring to do away with the large buyer.

Now is the time to put the ready-cooked cereals to the front. Even some of the most ardent cranks on cooked breakfast foods will switch off during the warm weather to something ready-cooked and to be served cold.

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Clean out the store.

Lay out the fly-paper.

Do a little advertising.

Keep the cigar stock fresh

Put price-cards on everything.

Demand for ice cream salt is very good.

Olives and pickles are very much in demand.

Now's the time to put in a new refrigerator.

Get a cheese cutter. It will save you money.

Apple butter is a good item for the picnic assortment.

Have windows to be proud of. Have windows that profit.

Push on tea and coffee all the time. They are profit-payers.

It is reliably stated that the French pea crop is very short.

A little of anything good always create a desire for more.

Screens are fine things to push now, and so is mosquito netting.

Spices of nearly all kinds are in good demand for preserving.

To buy insurance that does not insure is throwing money away.

It might be a good idea to give the interior of the store a fresh coat of paint.

Put the price on window goods. The card adds to the interest in the goods.

About time to get rid of last year's stock of jelly. Put it in at a price that will move it.

One of the best forms of advertising for a retailer is to give good service in his store.

Are you featureing picnic groceries and hot weather goods? Now is the time. It will pay.

Japanese paper napkins and picnic plates would not be bad for a leader some of these days.

Nut importers say that the stock of filberts is considerably smaller than at this time last year.

Think up a neat and tasty way of advertising and displaying flypaper. It is a good seller these days.

Baskets are good things to bring to the front now. The fall is the basket season. Get the display in early.

The great public associates a shabby shop front and dull sign-work with decreasing trade, old stocks and cobwebs.

Bird seed and bird gravel in packages are comparatively unimportant goods but every little bit helps, you know.

The Tarragona almond crop has suffered severely on account of the continued cold weather following late frosts.

The windows that is often redressed and bears all the marks of careful supervision belongs to a prosperous dealer.

Sartoga chips put up in pound packages and half-pound packages are good things to put with the picnic assortments.

Modern exponents of business have learned that the window, properly handled, will do much more than pay the rent.

Don't let your trade forget all about your canned soups. These are splendid sellers if properly displayed and advertised.

Work your canned goods so that when the fresh stock comes on the market you will be in shape to put in this year's goods.

Every employee is an advertisement of one sort or another. If he cannot be a good advertisement he has no right to be a bad one.

Every time a purchaser goes away satisfied, you have made a double profit—one on the goods he bought and one on his good will.

There is always a chance to have a good "special" on toilet soaps. These can be bought at advantageous prices and make good bargains.

A store with a fine stock and excellent fixtures may lack trade if the salesmanship is poor. A poor clerk is expensive at any price.

Clothes pins, clothes lines, blueing and washboards are not exciting, perhaps, but they are necessary commodities and continually in season.

Watch the fresh fruit department. Pick out all the fruit that is dead ripe and sell it at a sacrifice rather than lose the profit on it entirely.

Carnation Cream Sales

SALES

Continue to Grow

EVERYBODY WANTS

Carnation Quality

TAKE NO CHANCES --- SELL

CARNATION

AND BE THE MODERN MILKMAN

PACIFFIC COAST CONDENSED MILK CO

Manufactures, Seattle, Wash.

JOHN H. SPOHN CO., Agents,

50-52 Clay Street.

San Francisco, Cal.

A grocery store, of all places, must be kept neat and clean. This is much easier when there are few corners and angles in which the dirt lodges.

Main packers report that crop prospects for canned corn in that state are "getting no better fast" and most of them have withdrawn prices.

Give your customers a square deal. There is nothing that makes friends and steady customers quicker than treating everybody fairly and honestly.

Use a part of the show window to boom the bakery department. Many a man on his way home to dinner will stop and get some tempting looking cake.

Do not sell less than a quarter's worth of toilet soap. It is easier getting the quarter for six or eight cakes than the nickel or dime for the single cake.

The Baltimore Canned Goods Exchange is on record as recommending the discontinuance of the use by tomato packers of artificial coloring matter.

weather than a large, clean window
Nothing is more attractive in hot well filled with fresh green vegetables over which a cool spray of water is falling.

Science now approves of gum chewing as healthful and hygienic. However we have not noticed any fair maidens waiting for the sanction of science.

Olive oils and salad dressings are good sellers at this time of the year. Display them on a small table near the front of the store and sell only good ones.

Take care of your horses during the hot weather. They feel the heat a whole lot worse than you do, and it is to your interest to keep them as cool as possible.

Right over your delicatessen department display a list of the goods sold there. Have it painted in large letters so that it can be read from the front of the store.

Don't let the slow-pay customers do you up. Get after them and make them drop into the store and settle up. It can be done by going after them in the right way.

If you have a sour-faced clerk, get rid of him. No one, no matter how "grouchy" he is, likes to be waited on by a man who has not a pleasant look on his face.

Montreal advices state that as a result of recent severe storms the prospects are that the Newfoundland lobster pack will not be more than 50 per cent of normal.

There has been an unusually large run of king salmon in Alaskan waters and Indians predict that this season will be one of the most remarkable known in Alaska salmon industry.

The idea of giving a nice little bag of good candy to the child who was sent by "Mamma" to "pay the bill" is a good one, though some grocers would regard such a practice as foolish.

It is all very well to be economical and look carefully to see that you do not spend more money than you receive, but it is utter folly to expect a twelve dollar clerk to work for five dollars.

It is not the big stock but the well assorted stock that makes the best store. There is mighty little use in buying ten boxes of an article in order to get a paltry discount if you can only sell one case.

Bordeaux advices by mail say that there is nothing left of the old crop of walnuts. There are complaints of dropping of the new nuts and it would seem that the coming crop will not be as large as anticated.

Don't scatter your trade. It is better not to deal with too many houses. Where you deal steadiy with a reliable house they appreciate your trade and are ready to extend favors not otherwise granted.

Get the goods to your customers on time. This is one of the most important details of grocery store management and if it is neglected you will lose your customers just as sure as fate,—and rapidly, too.

Peters Bros., Baltz & Dittman
PROPRIETORS
The California Brewing Company
DOUGLAS ST., Between 17th and 18th, San Francisco, Cal.

Scheer, Morehouse & Grandi,
Commission Merchants
Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.
Shippers please send all consignments to San Francisco, foot of Spear St.

Dodge-Sweeney & Co.
Hathaway Wharf, San Francisco
FOUR BLOCKS SOUTH
FROM FERRY DEPOT
Shippers please send all consignments to San Francisco unless otherwise requested

KELLY-CLARKE CO.
23 Market St., San Francisco
Now have in warehouse in San Francisco—
IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTER & GAMBLE CANDIES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

After January 1, 1907, the retailer who has the guarantee of the package from whom he buys is protected from suit, as he always should have been. No fair-minded person can find fault with the feature of the new law.

ATTRACTING TRADE.

Practical Ideas To Interest the Possible Purchaser.

One of our Eastern exchanges is enthusiastic over the possibilities of souvenir postal cards in advertising. The plan is explained as follows:

In all about five cards should be used. On one should be printed a half-tone photographic reproduction of the store building, on another the interior of the store, on a third the clerks in a group, the fourth can be made something comic, and the fifth will be effective if it shows the delivery wagon or wagons standing in front of the store as if ready to start out with a load of goods for customers' homes.

The idea is to mail one of these cards each day, or, if preferable, one every other day, until the series of five have been exhausted. Of course, there is more to the scheme than merely mailing five post-cards showing half-tone reproductions of the store or scenes connected with the retailer's business. Each card should carry an advertisement, which can either be printed just underneath the picture or written with pen and ink, something like this:

(Under picture of store building.)

"This is a picture of the best grocery store in Jonesville. It is run by Wm. Smith, who carries in stock the very best grade of food products, which are sold on an extremely narrow margin of profit. This store is located at Maple and Cedar Sts."

Under view of store interior.)

"This picture shows the interior of the Wm. Smith store, and unless we are much mistaken shows it to be a strictly up-to-date establishment. We are offering just now some particularly nice cheese. You ought to try it. Maple and Cedar Sts."

Under the cut of delivery wagons.)

"These wagons deliver the good groceries sold at Wm. Smith's store, Maple and Cedar Sts. They are kept busy all the time, because we sell good goods and do a large business. Have you tried any of the nice oranges we opened up yesterday ?"

Under picture of clerks.)

"These bright, energetic people are the force of polite, painstaking clerks at Wm. Smith's grocery, Maple and Cedar Sts. They are trained to the business and are a great help to many shoppers. They will be pleased to wait on you. Ask them to tell you the good points of Smith's 'Rose Blend' coffee. It's awfully good. You ought to try it just once."

Another Photographic Scheme

Another good and new photograph advertising scheme is to hire a photographer to take snap shots at pedestrians daily. He delivers the photographs to the merchant, who has them reproduced in his local newspaper, paying for it the same as for other advertising space.

With this scheme the person snapshotted is presented with a free subscription to the paper for recognizing his photograph.

This can be done, or else the retailer can offer a small prize to the first person who guesses correctly the original of the picture.

In this way a great deal of interest among the public is very soon aroused, and in a few days everybody in town is buying the paper to see if his or her picture is in it. The scheme is as good for the newspaper publisher as for the merchant. The former can have this fact pointed out to him and if he is smart enough to see the point he ought to charge the retailer very little for co-operating with him.

Retailers who take snap-shots at customers unawares and have the likeness published in the local paper may rest assured that it will prove very attractive. This scheme is rather more expensive than most others, but, when considered in connection with results, is not too costly, and certainly deserves a trial in the right kind of locality. It can be worked, of course, only where there is a newspaper, daily preferred, although there is no reason why it cannot be made to succeed in a weekly paper also.

A "Catch the Farmer" Scheme.

Schemes that "catch the farmer," by which of course is meant plans that attract the attention of the agriculturists sufficiently to draw them into town or whereever the store happens to be located, usually pay big, for when the farmer comes to town he nearly always spends some money. It is up to the retailer to make him buy something.

Here is one way to induce farmers to come to market: Club together with several fellow retailers and offer prizes to the farmers coming the longest distance on some certain days to trade in the town. Of course only those who do actually buy something are eligible to compete for the cash prize. This scheme has been worked with a good deal of success in a few places.

Announcement of the prize should be duly made before hand in the local paper.

Pull out that step ladder, go over the shelves, look under the counters, and see whether you cannot find something that is not selling as fast as it ought. No matter how homely it loks, pull it out. Pull that dusty stuff out of the windows, have the windows cleaned, arrange some sort of a background, and then think up some new scheme for placing these goods in attractive arrangement behind the pane. After you have placed all the goods, take a brush and make a few price tickets, or some catchy sentence not too long, but one that the eye can take in at a glance in the window, and you will find that the public will begin to sit up and take notice.

THE "CREAM" QUESTION.

North Dakota Insists That Milk Shall Be Properly Designated.

North Dakota Food Department has sent the following notice regarding the sale of evaporated cream:

Evaporated Cream.

For the past three months we have warned wholesalers, jobbers and retailers that the term "evaporated cream," as applied to milk from which the water has been partially removed, cannot be considered a proper labeling. Our annual report, now in the hands of the State printer, deals fully with the matter.

I wish again at this time to warn the public that after July 1st the term "evaporated cream," as applied to the class of products named, will be deemed sufficient reason for marking the product as illegal in this State. The term "evaporated milk" might be considered a proper labeling provided none of the fat has been removed from the milk and the can is labeled so as to show the net weight of its contents.

GOOD COFFEE ADVICE.

In a recent advertisement in the "Tea and Coffee Journal," M. J. Brandenstein & Co., say:

.."You can fool some of the people some of the time, but you can fool yourself all the time."

Instead of considering cup qualities, many roasters consider only the price; others pay premiums for "names" of coffees; others for size of bean; others again for some certain style of roast, etc., etc.

In our opinion, **Cup Quality** is the secret of a successful roasting business and is the main thing to keep up and improve.

If the actual coffee drinker isn't pleased, all the so-called "bargains" bought or premiums paid for style without cup is "fooling yourself."

Lack of courtesy and attention is an evil. Too great insistence is as bad. Few people can be forced to buy, and the totals of sales to them are counterbalanced many times over by the loss of custom of offended patrons.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
of
... The ...
American Tobacco
Company
Temporary Office
6th and BROADWAY, OAKLAND

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Local—Price remains unchanged. The market strong.

New York, N. Y., Aug. 1, 1906.—Raw sugar is firm and is quoted at 3¾-3 13-16c; Refined, crushed, $5.50c; granulated, 4.80c.

New York, N. Y., July 26.—Willett & Gray report:

"Raws advanced .03c during the week and refined 20 points. The sugar market was strengthened by the fact that American refiners sought Europe and Cuba for new supplies. We still think that sugar will be strong with an upward trend for both raws and refined for the remainder of the campaign. Cuba stocks have run down to an easily manageable proportion and are therefore more firmly held. European markets are firm and strong."

New York, N. Y., July 16.—M. G. Wanzor & Co. report:

"The local situation is strong because of good consumption here and in Europe. At the same time, values are not inflated. Steadily improving conditions tend towards the establishment of an ultimately higher level. At the same time passing influences affect quotations and the progress is not interrupted. Refined at today's prices allows so narrow a margin that we regard its position as very strong. The refiners can keep raws from advancing just at present. If they should be unanimous for a week in refusing offerings, a slight decline would follow although the price of refined would not be affected. As the market stands today chances of better returns will not be wasted by many holders."

GLUCOSE.

The Corn Products' Refining Company is now the only concern in the United States making glucose in a large way. Though corn costs only 51 cents per bushel, an average price, glucose is higher than it has been for 15 years.

TEA.

New York, N. Y., July 17.—J. B. Brown & Co. report:

Japans—Mail advices dated June 27th state that arrivals from the interior seem to be few and for this reason sellers held their stocks firmly. Buyers were only making purchases to fill demand orders, but there has been too much tea settled at full prices to expect any material reduction in rates during the balance of the year as the Japanese themselves will be able to finance their output without the help of the Americans. We also believe the Japanese are able to control the situation, as much as we would like to see a lower range of prices for all kinds of Japan teas.

Formosas—The government officials seem to be buying all the extremely low grade tea which can be secured at 12c gold.

Congous—Latest advices from Hankow are dated 18th of June. In Hankow districts the principal feature has been the settlement of the "crack" Ichangs "we Kee" and "Sin Pun," at somewhere about Tls. 70 per picul. Quality of these chops is unusually fine. Several other Ichangs have met with a good reception at Tls. 32 and upwards. There is no particular change in prices, only the commoner grades showing firmness owing to native buying.

Pingsueys—The first musters were shown on June 9th, eight days earlier than last year and the market was opened on the 12th at Tls. 27 per picul. Compared with last year opening tael prices are practically the same, but exchange is 12 per cent. higher, and freight rates have risen to all American points except Pacific Coast, laying-down cost of the new teas will be from 12 to 15 per cent. above previous season. Quality of the new crop approximates closely to last year, though, in some instances, style and color in the lower is hardly as good.

COFFEE.

The Lewin-Meyer Co. report:

"The coffee market shows a very firm tone, and has advanced from a ½ to ¾ cents in the East. Locally stocks are light, only about 36,000 bags to

Western Meat Company

Headquarters and General Offices

South San Francisco,

San Mateo County Cal.

Our Plant and Packing houses at South San Francisco, San Mateo County, and our branch houses at Oakland, Sacramento and San Jose are uninjured and are working under full pressure. We are filling San Francisco local orders from cars at Seventh and Harrison streets, San Francisco.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your Specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, - - California.

carry us over until the new crop begins to arrive in October."

Hills Bros. say:

"It now looks as if the Brazilian Valorization scheme may be enacted into a law. It is already having an important effect on the coffee market, which has advanced ¾ of a cent in New York as a consequence. Locally there is an unusually small selection of stock on account of the fire and the heavy trading of the past six months, which have greatly depleted stocks."

New York, N. Y., July 26.—Willett & Gray report:

"There is a fair improvement in all coffee markets. This may be attributed partly to the developments in Brazil regarding valorization. The underlying strength of the market is due to the merit of the article itself and to the fact that buying results from absolute necessity. Supplies are very low since the trade have kept out of the market expecting lower prices. The strong demand has tended to strengthen the market."

New York, N. Y., July 16.—M. J. Brandenstein & Co. report:

"The total world's production of coffee for the year ending July 1st, 1906, was 14,792,000 bags, of which Brazil produced 10,227,000 bags and all the other countries 4,575,000. The total production falls short of consumpby about 1,750,000 bags, leaving the world's' visible supply on July 1st, about 9,650,000 bags.

"The Brazilian crop this year, even if they are fully up to expectations, will not produce more than is consumed. We, therefore, consider the entire coffee situation a healthy one, with more chance of going up materially than going down."

RICE.

New York, N. Y., July 24.—Dan Talmage's Sons' Co. report:

"There has been a good demand during the week. The amount taken for local requirements and for nearby trade, foots up a very respectable total—quite an item in excess of previous records for similar periods of the year. Orders have also been received from points that usually draw their supplies from the South. This accents the fact that prices at this point are, at the moment, more favorable.

"Advices from the South note quiet conditions on the Atlantic Coast. At New Orleans, market is strong; offerings light and quickly absorbed unless held at prohibitive prices. In the Interior-Southwest, Louisiana and Texas, there has been a good demand at full prices for the light offerings of cleaned. The growing crop in the main, is doing well. In addition to the lateness of the general crop, planters have taken unusual risks by making preparation to put in seed as late as the 25th of this month.

"Cables and correspondence from abroad note higher prices on cargoes, and business restricted thereby. Spot cleaned is steady and forward cleaned is higher."

DRIED FRUITS.

A leading interest says of the dried fruit situation that prices are gradually going down. Prunes are selling steadily at lower prices. The Santa Clara crop promises to be very large and the quality good. It looks as if there would be a good crop of peaches in which there is little action. There is little trading going on in apricots on account of the very high prices resulting from the short crop. There will be a good crop of raisins, but prices are low and the market inactive.

Johnson-Locke Mercantile Co. say:

"The crop of peaches is not nearly as large as anticipated early in the season, though it will probably be as

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop Guessing.

Handle the article that you **Know** is **Pure** and **Good.**

Handle the article on which you are **sure** of a **legitimate profit.**

Grogan's Purity Olive Oil is the **best** that can be made and the selling price is **strictly safeguarded.**

Costs Less———Pays You More!

Get from your jobber—or send to maker.

CHAS. P. GROGAN,
Sole Maker
1744 Alboin St., Los Angeles, Cal.

Jack Henderson Series

FOR SUMMER READING.

MIRTHFUL BOOKS IN UP-TO-DATE SLANG

A Series of Books by Benj. F. Cobb, written in the catchy slang vein which to-day is so prevalent. These books are the best issued and fairly blossom with wit and humor. Bound in cloth gilt tops, with seven half-tone illustrations. The titles:

Jack Henderson Down East.
Jack Henderson Out West.
Jack Henderson Down South.
Jack Henderson on Matrimony.
Jack Henderson on Tipping.
Jack Henderson on Experience.

Nothing like them for driving away the blues and keeping down doctor bills.

Price, per copy, 50c.; per set, $3.00, postpaid.

For sale at Booksellers or write to Publishers.

HURST & COMPANY

385-399 Broadway NEW YORK

Send for a complete catalogue of Popular Priced Books.

large as that of 1905.

"The market opened at 10 cents to the growers, but gradually weakened until purchases can be made today at 9 to 9½ cents, according to grade and quality.

"In view of the fact, however, that recent advices from Delaware and Maryland, especially the former, are to the effect that the crop of peaches is entirely ruined, there will be a large demand from California for fresh fruit, thus reducing very materially the quantity to be dried, and in consequence very much better prices for the dried product are expected a little later on."

FRUIT CONDITIONS.

San Jose, Cal., July 23.—The following summary of crop reports from the various granges was read at the San Jose Grange today:

Prunes—Estimated yield of Santa Clara County eighty million pounds, dried. Crop in Sonoma County reported generally good; somewhat spotted in places. No sales reported.

Peaches—Crop very spotted. Buyers in the field for dried peaches, some sales being made at 8½ cents and 9 cents per pound.

Cherries—Crop reported satisfactory; some loss by rain.

Berries—Good crop.

Apricots—Very light.

Plums—Good crop.

Pears—Fair crop.

Apples—Good crop.

Grapes—Hardly an average crop. Considerable complaint of mildew. Good prices expected.

Anderson, Shasta County, Cal.—There will be more than average yield of Bartlett pears, which are being contracted for at $30 and $35 a ton. Pears will begin to come in about August 20. The harvest of peaches will commence in two weeks. Nearly the entire crop has been bargained for at 9 and 9½ cents for the dried product. The yield of prunes will be the best for years. Contracts have been made generally at 2 and 2½ cent basis and a few orchardists have have got 2⅜ cents.

Redlands, Cal., July 24.—Neither the peach nor apricot crops are as heavy as last year. The apricot crop is of unusually fine quality, however.

Lodi, Cal.—The apricot crop in this district is good this year. Prices 50 per cent higher than have been paid in former years. Offers of 10¼c are made for dried peaches in the bin.

Colton, Cal.—The peach crop promises to be unusually large this year.

Hood River, Ore., June 28.—A. F. Crowell, Spokane County fruit inspector reports:

"Sweet cherries will be very light, while there will be a fair crop of sour cherries. There is every indication of a medium crop of apples and a fair crop of pears. The cold and rainy weather has injured the strawberry crop, which will be much lighter than usual."

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS.

Alpine gives the Dealer a Profit. It pays you to handle it.

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.

Temporary Office

922 Franklin Street, Oakland Factory: HOLLISTER, CAL.

"Facts Worth Your Attention."





Mr. Grocer:—

Can you increase your cheese sales when you follow your old method of displaying cheese by keeping it under the original cheese box, or away from your customers? "No" How easy it is to sell cheese when it is attractively displayed. Customers may have a list of grocers that he or she may wish to buy, but they have forgotten to add cheese to the list. When you use the Automatic Cheese Cabinet in displaying cheese clean and appetizing to the customer, they are attracted by its good appearance, and ask the question. "That cheese looks nice, how is it?" "The best we have had for some time. Taste it." "That is good, send me about three pounds with my other goods." That is the advantage you have when you use the Automatic Cheese Cabinet.

Catalogue No. 11 tells you all about them, yours for the asking. Our cheese cutter cabinet accomodates any of the competing cheese cabinets

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 601 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

DRIED APRICOTS.

Santa Paula, Cal.—The crop has been one of the smallest in quantity but the best in quality and price that this district has known. Prices this year are almost double those of last year. The crop will range from ¼ to ⅓ of last year's. The prices of pits advanced from $8 and $9 per ton early in the season to as high as $35.

Burbank, Cal.—The fruit driers at this place produced 30 tons this year, which sold at 15 to 16c. Pits brought from $15 to 17 per ton.

PRUNES.

Washington, D. C., July 20.—U. S. Consul Saulin at Havre, France, reports that the French Senate has passed a law prohibiting the importation of prunes, preserved vegetables and sardines, except when the country of origin is shown on them. The French prune growers found their market taken away from them by American prunes, which are sold for less money than the French articles.

EVAPORATED APPLES.

New York, N. Y., July 17.—Delmarle Bros. & Co. report:

"Future prime apples continue quiet. Sales are being made at 6⅛ and 6¼c."

Flint, Mich., July 14.—J. L. Wilcox reports:

"Apples will not be so large a crop as at first expected owing to dropping."

Middleport, N. Y., July 14.—R. T. Chase reports:

"The apple crop is very uneven. It will average about the same as that of 1904, but will be of better quality.

BEANS.

Ventura, Cal.—The bean crop never looked more promising than at the present time. We have had a continual fog for the past three weeks or more, which accounts for their heavy growth.

San Francisco, Cal., July 11.—Adolph Koshland reports:

"There is an increase in stocks of beans of about 23,500 bags over what was on hand a year ago at this time. When the fact is considered that the 1905 crop was one of the heaviest on record, it shows that the consumption of beans was much larger than it was. The acreage of lima beans is about the same as last year and they have been doing nicely so far. A crop as good as last year's may be expected. The acreage of small whites is probably less but the yield should be better than last year. On the river where most of the pinks and Lady Washingtons are raised, the general outlook is not satisfactory. Floods and late rains curtailed the acreage planted and necessitated much replanting. Prices of these varities have hardened and may continue to do so. Lower prices than now prevail are not likely."

WALNUTS.

Fullerton, Cal., July 13.—E. R. Amerige reports:

"The walnut crop will be about the same as last year, possibly some locations will have a better crop. Nuts have been dropping badly and it is difficult to determine until about August. In any event, the crop will equal last year's output."

FILBERTS.

New York, N. Y., July 17.—Sicily filberts are lower in the primary market stimulated the growth of weeds and and tending downward according to advices received here.

CANNED TOMATOES.

Philadelphia, Pa., July 21.—The "Grocery World" says:

"Unless Providence destroys the current tomato crop there is no longer the slightest chance that the Tomato Syndicate can save its face. During the past week the bottom dropped almost out of the market, and the price dropped to 85 cents for full standard Jerseys. Now that the prices has reached this point, with very few takers, there is no certainty where it will go. The Syndicate still has a very large quantity of goods to move, if it is to end the season with bare decks, and it is reasonably certain that a price even as low as 85 cents cannot do it, particularly since futures are none too strong at 75 to 77½ cents."

Baltimore, Md., July 20.—The "Trade" reports:

"There was another marked decline in tomato values this week. At present they are offered as follows: Standard No. 3's, 80 to 82½c; Extras, 85c; Fair, 80c. Nominally the quotation has remained at 90c, delivered in New York. It is possible to buy at 75c, although 77½c is more often asked and some packers insist upon 80c."

Aberdeen, Md., July 14.—Strasbaugh Silver & Co. report:

"Several sellers are willing to accept 77½c f. o. b. Baltimore for Stand-

A Summary of Bowser Advantages

ALL-METAL, UNBREAKABLE GALLON PUMP

GALVANIZED STEEL TANK

BRASS VALVES

SELF-MEASURING DEVICE

ANTI-DRIP NOZZLE

COMPUTER

FLOAT INDICATOR



Combined, they give you a self-measuring, self-computing oil outfit, with which, at one operation, you can pump and measure gallons, half-gallons or quarts as desired, directly into your customer's can, without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, spill-out odors. At a glance you can tell how much oil remains in the tank, and just what quantity is emptied into it.

SEND FOR CATALOGUE

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

ard 3's of the 1905 pack. Business in futures is not heavy. There are numerous orders at 75 and 77½c from buyers who are unwilling to trust to the uncertainty of the future."

Baltimore, Md., July 14.—H. H. Taylor & Co. report:

"Buyers do not run much risk in taking spot 3's at 85c. If they do not sell them all out clean before September 1st they will have to pay 75c for new stock. Syndicate tomatoes are being consigned to interior markets for distribution among jobbers as they are wanted. This tends to prevent the possibility of flooding any one market."

Baltimore, Md., July 14.—Thos. J. Meehan & Son reports:

"There has been an active market in spot tomatoes owing to the lower prices. Future 3's are active again at 75c."

CANNED CORN.

Baltimore, Md., July 20.—The "Trade" reports:

"While there will probably be only 40 per cent of the average pack of corn this year most of it will be of very high quality. The indications for spot corn is upward. Evergreen Standard No. 2 is quoted at 55c. Spot Shoe peg 60 to 65c, an advance of about 5c."

Aberdeen, Md., July 14.—Strasbaugh-Silver & Co. report:

"Spot corn continues to be firmly held with prices tending upward. Future corn is firm owing to the crops being held back by unfavorable weather."

CANNED PEAS.

Baltimore, Md., July 20.—The "Trade" reports:

"The market is strong. The season's pack is considerably below the usual average. We expect a sharply advancing market early in the Fall. The following are the current quotations: E. J. Standards No. 2, 90c to $1.00; sifted, $1.00 to $1.10; extra sifted, $1 20 to $1.25; extra fine, $1.45 to $1.50; petit pois $1.75 to $2.20. No. 2 standard marrowfats are quoted at 90c to 95c; extras 95c to $1.00; sifted, $1.10; extra sifted, $1.25. No. 2 seconds marrowfat are quoted at 85c.

CANNED SALMON.

A leading salmon interest says there is nothing known as yet as to the outlook in Alaska, and nothing will be known for thirty days at least. The Puget Sound pack has been very light. The Columbia River season closes on August 25. The output to date has been far below sales and unless a heavy run ensues immediately pro rata deliveries will be general.

Seattle, Wash., July 28.—The Trade Register" reports:

"This is the week the Sound packers expect a big sockeye run. Last week there was a spurt, but only enough to whet the appetite. The Columbia river is now waiting for the second run. Reports from Alaska are that salmon are running fairly well and packing is going right along, with results as good as expected.

"A record for high prices for sockeye salmon was reported at Port Townsend July 25, when 40c was paid. At this figure a case will cost canners $7, or $1 more than an average jobbing sale price."

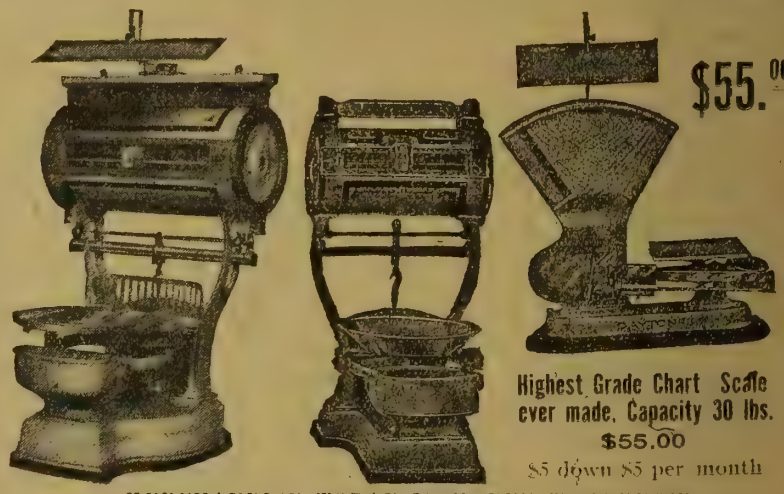
Seattle, Wash., July 28.—J. J. Gorman, of Gorman & Co., is reported by the "Trade Register" as saying:

"Last year was the big season for sockeye and from all indications this year will be a parallel to the season of four years ago, which was one of the lightest known. Prices of course have not been named yet. I look for a good price this year, probably equal to the Columbia river prices of $1.50 for talls."

Vancouver, B. C., July 26.—The Canadian Fish Commission, appointed to investigate salmon canning operations on the Coast, have filed a report

(Continued on page 24.)

NEW
SAUERKRAUT
PICKLES,
CATSUP,
VINEGAR.
ORDERS PROMPTLY DELIVERED
OURS IS THE ONLY FACTORY IN FRISCO.
Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
$5 down $5 per month
MERCHANDISE TODAY IS MONEY TOMORROW
Profits DEPEND ON THE Scales
MR. MERCHANT, WEIGH YOUR GOODS BY THE
Money-Weight System
and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!
Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.
All sizes—all kinds—liberal discounts—easy payments.
READY FOR DELIVERY WRITE FOR CATALOGUE
JOHN J. DUFFIE, Agent.
DAYTON COMPUTING SCALES
TEL. PARK 810
1482 Market Street, San Francisco.

CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

No clerk has a better opportunity to make himself absolutely essential to his employer than the man who does the soliciting. The good solicitor will be well paid. Success does not come to the solicitor through some lucky chance, though. It is the result of hard conscientious work in connection with native ability as a salesman.

Make it your business to know what you have to sell. Not only know just what you have in stock in all departments but make it your further business to learn so completely all the intricate uses of each item that you will be in position to suggest new ways and different ways to your customers.

A Celery Suggestion.

Take celery: You call on your customer and, it being either early or late in the season—you are offering immature, green, partly bleached stock—and she complains that it is no good.

You suggest cooking celery and the chances are ten to one that she has never prepared celery as a cooked vegetable.

Then offer her the following suggestion: Strip all the outer, coarser parts from the inner, tender hearts. Put the hearts away in cold water to get crisp and be served up in the ordinary way. Then cut the outer portions, which will be much the greater part of the whole, into pieces about an inch long, put in stew-pan with just enough salted water to cover; bring to a boil and allow to simmer until tender; drain off the liquor into a pan, being careful to save it all since the liquor is what retains the flavor; thicken liquor with corn starch or flour and add milk or not as may suit the individual taste; then pour over the cooked celery and serve hot just like any other vegetable.

If your customer is a good liver and accustomed to rich dishes, she may add from a dessert to a tablespoonful of olive oil—pure California olive oil—not any cotton-seed substance—to the thickened liquor when she is preparing it to pour over the celery.

An Asparagus Idea.

Another time your customer will complain that asparagus is nice enough, only it is generally so tough that to use it is wasteful. Ask her if she has ever peeled it. She probably has not—never heard of such a thing. It is, however, a simple and well understod process.

The extreme, dry ends are to be cut off about half an inch; then begin to peel by inserting the knife under the outer skin at the large end drawing it toward the hand with which you are holding the stalk. The peel will get thin and finally the knife will find no more to hold to as it gets up to the tender head. This is to be repeated around the entire stalk. The process will make asparagus go 60 per cent farther.

A FULL LINE

of

GROCERIES

and

Dairy Produce

Butter, Cheese and Eggs,

Can Be Secured From

MORRIS BROS. & CO.

215-217 DRUMM ST.

AFTER FALL TRADE.

Suggestions For the Consideration of General Merchants of the Interior

With the fall season comes the prospects of increased trade. Crops are good, money plentiful and the merchants should reap a harvest.

It matters not how good and active the trade may be, there is a chance to improve it.

During dull times the average man accumulates a large number of economy crimps. He cuts off all the little luxuries that he can. In a way he gets the pinch-penny habit. Instead of buying a four dollar hat, he chops down the price of his head gear to one plunk; he buys a calico dress for his wife instead of a taffeta. He makes his son wear an $8 suit of clothes instead of a $2 one. He buys a package of Arbuckle instead of Mocha and Java, and so it goes down the line.

This habit so sticks to him, that when prosperity comes, he finds his economical streak clinging to him like a sweaty undershirt.

It is this class of customer that needs attention.

Break that Habit.

He should be educated, his mind directed from penurious ways to the broad and the liberal. He is ready for progressive work of the jollier.

The impressionist should take him in hand—and every merchant should be an impressionist—and convince him that it is the worst kind of economy to buy cheap things.

Every man has a little pride and there is a way of appealing to it. The wife or the daughter are splendid persuaders, and once they get after the old man ,there is always some thing doin', so don't neglect a few smiles and good words for the girl and the housewife.

Advertise Big Bargains.

Fall time is the season for festivities. It is a mighty poor town that can't get up some few days attraction that will draw into it the farmers and their families. During these times splendid chances appear for conducting bargain sales, and if there is gumption about the merchants of the place, they can all combine and make the event a great trade carnival, a few days or a week of unheard of bargains, and the only kind of a bargain sale that pays the merchant, is the one that doubles his trade without decreasing his percentage of profit.

It is always well to bear this in mind, and let your bargain offerings be marked so that low prices will be on "job lot" goods or on articles that perhaps there will be little demand for. The bargain sale is the chance for clearing off odds and ends.

BOGUS FRENCH SARDINES.

Sir Frederick Nicholson, who is now in the United States on a special mission for the Indian government, is seeking to find out all he can about American fisheries and fish culture. He says: "By the use of sea food Japan has been able to support a large population on a basis of only one-quarter of an acre of land per capita.

"Japanese canneries are shipping to America large quantities of sardines under French labels. At Tokyo there is the finest school of instruction in catching fish, curing fish, and breeding fish that exists anywhere. Other similar schools and experiment stations are scattered throughout Japan.

"The Japanese Government loans money to the fishermen to enable them to purchase the boats and gear best fitted to their needs. The Japanese use great quantities of fish for fertilizer and the productiveity of the soil is greatly increased by the waste of the canneries. The Japanese are looking for a large export trade to America for their high-grade goods."

ROCHDALE STORES FAIL.

One by one the co-operative stores recently established under the Rochdale system in Washington are passing under private ownership. While there has been only a comparatively few failures, it is evident that the stockholders have recognized the fact that they could find equally profitable returns for their investment as in co-operative merchandizing, and are relinquishing their holdings. Individual merchants have made no special fight against the incursion, but have succeeded in demonstratnig that in this section at least the enterprising man who controls his own business has a better chance for success than where the ownership is divided with consumers.—West Coast Trade.

MARKET REPORT.

(Continued from page 22.)

in which they state that conditions were found to be satisfactory in every cannery. Salmon is placed in cans in an absolutely fresh condition, in an entirely cleanly manner and that no cause for complaint was found.

Astoria, Or., July 25.—"The run of fish continues about the same as during the past two days. Owing to the muddy water the fish do not come above Sand Island. The outside traps in Baker Bay are doing fairly well."

Port Townsend, Wash., July 18.—The salmon canning season opened locally today. Fishermen demanded 33c for their catch.

Seattle, Wash., July 19.—T. J. Gorman, president of the Porter Fishing Company, reports:

"We contend that few sockeyes have been taken so far. All the canneries that are to operate this season are already running. The general impression is that the run will be as large as has been expected all along. The canneries are paying 30c per fish now. The prices went higher than that on one day."

Port Townsend, Wash., July 19.—The sockeye run has commenced in the Gulf of Georgia. Over 4,000 fish were taken from the traps and large schools have been sighted.

New York, N. Y., July 18.—The special correspondent to the "Trade" reports:

"A somewhat better demand is reported for red Alaska by the principal holders, though no very important sales have been made. Chinook is scarce and firm, and buyers have difficulty in getting deliveries on their purchases. Pinks are steady, but movement is light."

AMERICAN SARDINES.

New York, N. Y., July 17.—Jed Frye & Co. report:

"The situation in American sardines remains very firm. The catch has been practically a failure for at least six weeks, and the small quantity packed early in the season has been greatly reduced. The advance in price during that time has not been as great as natural conditions would warrant. If the scarcity continues, it is safe to count on considerably higher prices within the near future."

New York, N. Y., July 17.—The Seacoast Canning Co. yesterday announced an advance of 5c in the price of Continental quarter oil sardines in key opening cans, making the f. o. b. Eastport price $2.60.

CANNED OYSTERS.

New Orleans, La., July 14.—Ahrons-Seibert & Co. report:

"The fact of there being no carry-over from last packing only makes the future oyster situation so strong that none of the packers will name a price on 1906 and 1907 packing. We believe it most advisable that you book your order now. In our opinion prices will not be named before September 1st."

MACKEREL.

Philadelphia, Pa., July 16.—John S. Shriver & Co. report:

"Stocks of salt fish are much depleted. The prices on mackerel are much lower in comparison to the prices of other years, and stocks are much lower. The catch in Ireland and on the American coast has been almost a failure.

Norway Mackerel—A few small No. 1's are to be had at $14.50 to $15.00 per bbl.; only a limited supply. The new fat Norway mackerel do not reach our market until about the 20th of September.

Irish Mackerel—Fall caught extra Irish mackerel are wanted at $12.50 to $13.00 per bbl., and stocks are small. Good fish are very scarce. Small autumn caught Irish at $11.50 to $12.00 per bbl. Small Irish counting 500 to 600 are sold at prices according to quality. This is certainly a very low price. Reports coming to us from the other side indicate almost a failure in the spring catch.

American Mackerel—But very few good mackerel to be had. The new catch comparatively small. Selling from $13.50 to $16.00 per bbl. for good shore No. 1 mackerel. Up to this time the catch of spring mackerel has been a failure."

CODFISH.

Union Fish Co. reports under date July 10:

"The stock of Pacific codfish from catch of 1905, now in hands of producers, is almost disposed of, but, having become decidely off in color and general appearance, is not in good demand.

"New catch (spring of 1906) is beginning to arrive. One cargo of 250,000, about 500 tons, received by Union Fish Company, and one of 84,000 by Pacific States Trading Company.

"Sales are considerably restricted on account of large percentage of codfish-eating population having temporarily left the city. The demand for laborers and mechanics being so pressing, there is little doubt that within three months the normal amount of trade may be expected."

To be firm with the slow-pay customer does not mean rudness or anger; it simply means that you want your money and must have it and ask for it in a respectful manner that carries conviction that you really mean what you say.

SNIDER'S

Catsup-Free Deal

Will be Declared off Earlier this year.

The greatly increased sales make this necessary.

Most of the wise Grocers have already placed their orders.

Are you one of the wise ones? If not—Get wise.

ORDER today—Six ways to ORDER.

Snider's has the greatest sale in the world.

You cannot get too much Snider's.

Snider's on your shelves is as good as sold.

You cannot say this of any other catsup.

Snider's is by far the best.

Remember you take no chances with Snider's.

Snider's is unconditionally Guaranteed.

Send us your order and the name of your Jobber.

John H. Spohn Co., Agents,

Temporary Address

50-52 Clay St. San Francisco

San Francisco, Cal., July 25, 1906.

To the Trade:

We are pleased to inform you that we are now permanently located in our new building,

N. W. COR. FRONT & SACRAMENTO STS.

KNOWN AS 301-303 FRONT ST.

where we will be pleased to meet our friends and cusamers.

Soliciting your future patronage, we remain for **Greater San Francisco**

Very respectfully,

LOS ANGELES SAOP CO

WINDOW DRESSING

SUGGESTIONS TO HELP MAKE THE GROCERS' WINDOW PROFITABLE.

Like almost all other things, window dressing is not as difficult as it looks.

Trade is fickle to a certain extent, and all sorts of plans must be devised to secure the attention of buyers.

When there is to be some special celebration in your town never fail to make use of such an opportunity. It will add to your prestige and will assist materially in advertising your business. Make your window decorations suitable to these special occasions and you will establish a reputation for enterprise which cannot be beaten.

Gateway of Satisfaction.

The piles of cans and cartons so common in grocers' windows can be utilized to form a massive gate, such as some of the castles of the middle ages boasted. The design, neatly placarded: "The Gateway of Satisfaction!" should face the window front and give a view of samples of seasonable brands in the background. The idea is easy to carry out, and will at least give a variation from the usual effects produced by columns and pyramids. Smaller placards can be used to help out the general idea that the store doorway is the gateway to satisfaction in coffee, tea, etc.

Motion Draws Crowds.

Motion in the window usually draws a crowd and holds the crowd. A carpet-cleaner was being tried in a show window the other evening and a crowd of people, five or six persons deep, was hypnotized for many minutes.

It does not always follow that a crowd means purchases.

The intense interest evinced by the spectators affords opportunity for salesmanship, if advantage is taken of the situation.

Suppose the carpet cleaner's hypnotic impression had been helped by window placards, is it not probable that sales would have been effected almost instantaneously?

Displaying Fruit.

A method of displaying early fruits and vegetables has lately become popular in some sections. The goods are arranged in neat, parrallel rows, the short end toward the street, a row of beets and another row of radishes being separated by one of carrots or lettuce. This sort of display is easily and quickly arranged and is much more attractive than would be the same goods shown in baskets or boxes.

Where berries are shown, the boxes are usually placed in the window. Added effect can be secured by wrapping the boxes in shelf paper or otherwise to conceal the wood.

Hanging the Cards.

An approved method of posting cards in a window is to fasten a cord to an eyelet in each of the four corners of the card and carry the loose ends of cord to hooks at the extremities of the window space. This has the effect of keeping the card rigidly in place and allows it to stand out prominently. Where it is hung loosely the card is apt to curl up at the edges and spoil the effect. Display cards should be placed low in the window—rather beneath the average line of vision than above it—and the matter printed upon it should be readable, if possible, at a glance.

An announcement that the goods are "All fresh receipts," or that they have been "Just received from our market gardener," may aid in attracting attention to them.

SLANDER OF GROCERS.

Protest Against Knocking Methods of Postum Advertisers.

"Coffee is Poison." Such are the signs that meet the eye of the traveler on the "L" road of New York and various other places where "postum" is advertised. So all handlers of coffee must be poisoners, and I am surprised that so respectable a body of men will submit to an innuendo of this kind.

Probably they consider the statement to ridiculous that it is not worth their while to dispute it. But they should remember that these are days of Christian Science, when it seems that nothing is so absurd but that it finds lots of followers. It seems to me that coffee men generally ought to advertise the virtues of coffee as an offset to these ridiculous charges that are brought against it.

It would be foolish for a man to go about boasting of his honesty when there had been no question raised about it. He would be more foolish still did he not refute charges should any be brought.

So it is with coffee.

All handlers of it should do their duty in regard to advertising the benefits derived from it, to refute these calumnies that are being heaped upon it by the advertisers of "postum." If everyone would do his share of advertising coffee's good points, it would not be much for anyone.

They could also advertise to supply Rye coffee, which, while being of no benefit to anyone, is certainly as good as "postum," and at about one-fourth the price of "postum." In this manner I think the trade of "postum" could be killed entirely.—Tea and Coffee Journal.

NEW CRACKER CO.

The San Diego Cracker and Candy Co. have filed articles of incorporation. Capital $100,000, divided into shares of $10 each, $21,250 subscribed. Directors are N. M. Goodwin of San Diego, G. H. Brose of St. Paul, J. W. Master and H. E. Mills of San Diego.

FRESH STOCK OF
NUTRITO
Just Arrived
Rochdale Wholesale Company
Distributing Agents
THIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company
Formerly 117 Battery St.
San Francisco
TEMPORARY LOCATION
Seventh and Kranklin Streets, Oakland

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA

U. S. Metal Polish

POLISH	
Qts.	$7.70
Pts.	3.00
½ Pts.	.90
PASTE	
1 lb.	$3.00
½ lb.	1.75
3 oz.	.50

Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
518 Eleventh St., Oakland, Cal.

AMUSEMENTS.

DAVIS THEATER.

The town has turned out this week to greet their old favorites, Cady, Rice and Bobby North. There are no vacant seats at the Davis Theater now and those who contemplate spending an evening of laughs at this resort will have to apply early if they expect to get a good location. The show is "Fiddle Dee Dee," which was the greatest success of the Weber & Field aggregation. The travesty on the Floradora sextette receives many encores. Rosemary Glosz has a beautiful voice and made a hit in the leading role. Gertrude Eulalie also won considerable applause by her graceful dancing. The chorus is particularly effective.

ORPHEUM.

Every turn in this week's bill is a good one. There are several new turns, all of them good, while the hold-overs are all artists.

CENTRAL THEATRE

Oza Waldrop has renewed her place in the affections of the San Francisco theater goers as leading lady at the Central. This week she appears as an American heiress in "The Lady from Laramie," who is taken to London by a society crazy aunt who wants her to marry an English nobleman. Of course she marries the noble young American civil engineer, who is building his own fortune, but it is not until numerous difficulties have been overcome. The introduction of the father of the heiress, "Howling Hank," tends to warm things up considerably in London society. Next week "The New South" will be produced.

OAKLAND THEATRES.

Idora Park.

"Pinafore" is being sung this week. It has been so long since this gem of Gilbert & Sullivan's has been revived that it will be quite new to some of our theatre goers. The cast includes "Gabl Page, Ferris Hartman, Arthur Cunningham, Joe Fogarty and other Tivoli favorites.

Ye Liberty Theatre.

Miss Katerine Grey is interpreting "Camille" this week at Ye Liberty. Mr. Bishop gives the Oakland theatre goers a very decided treat in the company with which he produces this piece. Miss Grey won many admirers in her clever production of Gloria Quayle in the "Christian" a short time ago and her interpretation of Dumas' heroine has added materially to her reputation. Visitors to Ye Liberty Playhouse are always sure of seeing a high class play produced by a good company.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

BAKER'S

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. Spohn Co., Agents. Ninth and West Sts., Oakland.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

GET THE RIGHT ONE

A big and profitable cereal business is yours if you will handle the right goods. The best proposition in ready-to-eat flaked wheat foods is

..Z-E-S-T..

It is right all the time. It will be your best seller—from the time the first package goes over your counter. Zest is a food everybody likes. It is good to eat for every meal or between meals. The new standard size package retails at two for 25c. Try it.

Order a supply from your jobber today.

The American Cereal Company

Address, Chicago, U. S. A.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, AUG. 10, 1906. VOL. 11, NO. 31.

A Testimonial that Counts

Grocers Send Check With Expressions of Great Satisfaction.

CORPSTEIN & MAYHEW
Dealers in
Choice Provisions and Groceries
Hay, Grain and Feed
Phone, Saratoga 54

Saratoga, Calif., June 26, 1906.

McCaskey Register Co.,
Alliance, Ohio.

Gentlemen:—

Enclosed please find check, payment on register. We are delighted with the register and would not go back to the old system of book-keeping for many times the price of the register.

Yours truly,
Corpstein & Mayhew.

"WE CAN SHOW YOU."
McCaskey Register Co., Alliance Ohio, Makers
WM. A. HAWLEY, Pacific Coast Agent
1212 Gough Street ..... San Francisco
Branch Agencies — Los Angeles, San Jose, Sacramento, Reno, Portland, Seattle and Spokane.



The Original Powdered Stove Polish
Mixes with Water Instantly

ADVERTISED EVERYWHERE

OUR GUARANTEES:
To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
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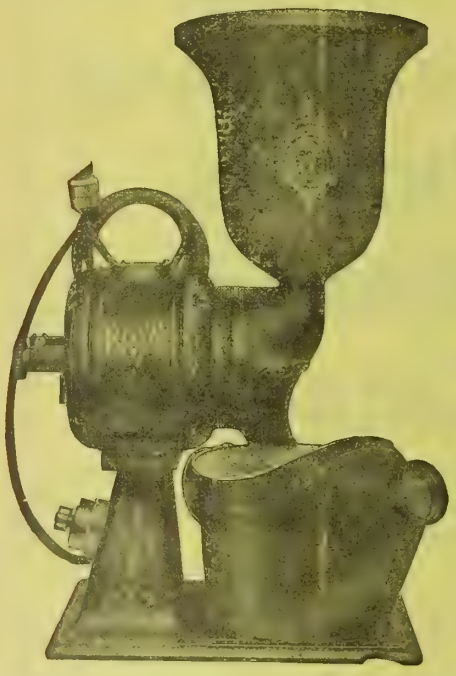
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No Special Wiring Required.
Screw PLUG into Incandescent Light socket.

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Cut the Coffee

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Write for Descriptive Circular, Prices and Terms

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ALWAYS UNIFORM!
ALWAYS RELIABLE!
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B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

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Richardson Bros., 131 Fifth.

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WOODENWARE.

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J. H. Newbauer & Co., 430-432 5th.

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NAPA VALLEY FRUITS

PACKED BY

Foster Bros. Co.

NAPA, CAL.



NESTLING BETWEEN THE RANGES, NUTURED BY GENIAL CONDITIONS, OUR VALLEY LAVISHLY RESPONDS TO THE HUSBANDMAN WHOM IT HAS LURED TO ITS SUNNY SOILS AND SLOPES.

Fruit Growing IS NAPA'S Chief Industry.

SUCCESSFUL EXPERIMENTS HAVE RESULTED IN THE BEAU IDEAL OF QUALITY AND EXUBERANCE. THIS STANDARD EXCELLENCE HAS BEEN THE ENVY OF IMITATORS WHOSE BASE PRODUCTS HAVE BEEN CONSUMED UNDER A CALIFORNIA LABEL, WHICH NEVER SAW THE GOLDEN STATE.

IT TAKES THE REAL NAPA STOCK, UNDER OUR NAME AND BRAND TO INSURE THE FINEST OF CALIFORNIAN OUTPUTS.

THESE FRUITS POSSESS THE ESSENTIAL PROPERTIES FOR CONSERVING, AND NEVER NEED A CHEMICAL OR COLORING OF ANY KIND. BUYERS CAN SAFELY, STRONGLY EMPHASIZE THIS. THEY SHOULD AT THE SAME TIME AVAIL THEMSELVES OF THE LINES WE OFFER. OUR ANNOUNCEMENTS ARE JUST AS WE EXPLOIT THE CROPS. WHILE OUR PRICES ARE GOVERNED BY SUPPLY AND DEMAND, QUALITY IS A DOMINANT FACTOR IN THE SCALE.

THE

Retail Grocers Advocate.

A. H. Powers, Editor. SAN FRANCISCO, CAL., AUG. 10., 1906, Nol. 11. No. 31.

THE

RETAIL GROCERS ADVOCATE

Published Every Friday by the

Advocate Publishing Co.

AARON H. POWERS,
Editor and Manager

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Six Months	1.00
Single Copies	10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

Rice—

Owing to the shortage in the existing stocks, the market on all grades of rice is expected to remain firm until new crop shipments begin to arrive, which will not be till November 1st.

Coffee—

Brazil has adopted the new Valorization law. Coffees has already advanced because of its anticipated effects. Further advances are foretold.

Dried Fruits—

Cots and peaches are particularly scarce. Only prunes and raisins promise fair crops.

Canned Fruits—

The California Fruit Canners' Association has withdrawn all prices for the time being. Prices are now in the hands of the jobbers. Later in the season when conditions are more nearly settled, prices will probably be announced on a basis warranted by developments.

Almonds—

Spot stocks in Europe are small and Spain reports serious damage to this year's crop.

Brazil Nuts—

Advices from Brazil state that there will be only half a crop.

Peanuts—

Spot goods are in a few strong hands and crop conditions are unfavorable.

Canned Tomatoes—

From $1.20 to $ 75 per dozen is the drop in Standard 3's in the East.

Canned Corn—

A poor pack for 1906 is strengthening present prices.

American Sardines —

Small catch and a combine are boosting up prices.

CLAIMS.

Local Grocers Promised Every Consideration by Relief Authorities.

A committee from the Associated Retail Grocers consisting of President Nathan Bibo, Vice-President Geo. B. Doyle, Jos. A. Stulz, Mr. Dannemark, A. Zietich, Acting Secretary J. J. Cusack and A. H. Powers waited on the Relief Committee last week to see what could be done towards expediting the payment of grocers claims.

The grocers were told to come at 3 o'clock, as the Executive Committee met then. They appeared with a letter in which they stated their contentions and asked for information as to the plans of operation of the Executive Committee.

The Grocers Claims.

The stand taken by the Associated Retail Grocers is as follows:

1st. That where supplies were taken from a store upon the order of any recognized authority either military, police or civil, that the relief funds should be responsible for the **full proven value** of the same.

2d. That when the store of a merchant was burned after the stock had been taken by the authorities that the Relief Fund should pay **in full the proven value** of the goods taken.

3d. That when a store has been burned after the goods have been taken therefrom by the authorities that the authorities should pay for the goods so taken without reference to any action that might be taken by any insurance company when the dealer can show that his claims against the insurance company for goods destroyed was **for other goods than those taken by the authorities.**

4th. That as soon as a dealers' bill has been passed upon that **he should be informed** as to the amount allowed on his bill and be notified of some time when **he could appear personally** and show cause why his demand should not be cut down if he thinks an injustice has been done him.

The Executive Committee did not meet at 3 o'clock. The grocers were informed the meeting would be at 4.

About 1:15 Mr. Allan Pollok met them and kindly gave them every attention and consideration. He went into conditions fully. He later conducted the committee of grocers to the rooms of the Executive Committee in charge of the relief. It was then found there had been no meeting, as there had not been a quorum.

Mr. Pollok assured the grocers that if any dealer in the necessaries of life could convince the Executive Committee that his bill was correct in every particular that they would allow him the full proven value and would correct any error. [illegible] have been allowed too little in the first place.

Acting Secretary Cusack of the Associated Retail Grocers tried to get a list of grocers who had submitted claims to the Relief Committee in order that he might inform them of the decision of Mr. Pollok. He was politely but firmly refused permission to make a list of the grocery claimants.

Information, however, was sent out to 550 of the retail grocers who have resumed business since April 18th.

Mr. Cusack will prove a very valuable aid to all the retail [illegible] San Francisco.

Shame of San Francisco.

Disgraceful Tactics of Men Who Have Opposed Real Association Progress.

by

Frank B. Connolly,

Secretary

California State Grocers' Association and Associated Retail Grocers of San Francisco.

Editor Advocate:—I had hoped that it would not be necessary to go further into the nasty actions of J. Salomon and Fred. Krueger in regard to their indecent desire to pose as "Association workers" after having repudiated the State Association and failed to pay their dues to the National. Their sole purpose was to secure control of funds appropriated for relief of grocers since—as they stated in their begging letters, their treasury was empty.

A little history will not be amiss here.

About two years ago, in order to have only one organization of grocers in San Francisco the Retail Grocers' Association, which then had several thousand dollars in the treasury, formed a joint association with the Grocers' Union, the members of which had fought every effort of the State Association and the San Francisco Grocers' Association in the past, without regard to whether these efforts were good or bad.

It was an unfortunate step since these "Grocers' Union" men carried their old prejudices into the new organization. They turned every meeting into noisy, unpleasant disturbances by constant opposition to everything wanted by the men whose large

(Continued to page 7.)

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Association for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1744 Webster St. Phone West 3667

SHAME OF SAN FRANCISCO.

(Continued from page 6.)

interests lay in their grocery stores and not in their liquor saloons. So much annoyance resulted that the grocers who were really business men disliked to attend meetings and only a few of them, impelled by a sense of duty, continued to go.

J. Solomon and Fred. Grueger were the chosen tools of the saloon element of the membership. Their crowning infamy occurred in connection with the State Association.

Myself and others interested in organization progress, raised funds by a theatre party to assit in paying the local's per capita tax to the State Association.

Salomon and the liquor interests, voted to use this money to pay the expenses of delegates to the State Convention, paying only about $60 over to the State Association. They then voted to withdraw from the State Association on the ground that it **could do nothing to help keep the liquor license down to $84 a year** (it is now $500) and that the other purposes of the State Association did not interest them.

It was at this juncture that our members, unable longer to endure the annoyance and ignominy of association with men whose interests were so foreign to ours and who were making it impossible for us to secure results.

How They Interfered.

Flour Profits.—We demanded of the flour mills that they refuse to allow a few big cutters to sell their standard brands at cut prices. The margin on flour at the time was from 5 to 7½c per sack. Salomon and his friends joined in a protest against our movement and made our fight extend over a year. We are now getting a margin of 20c and 25c per sack since our influence counted and the mills found their protest did not carry any real weight.

Prevent Co-Operation.—As San Francisco retailers buy from only about five of the wholesale grocers of the city, it followed that we had to have the co-operation of the grocers of the interior to be able to secure influence with the other twelve. Through the State Association this was provided. The San Francisco retailers, of course, had to be prepared to help the grocers of other cities. Los Angeles grocers had the co-operation of EVERY WHOLESALER in that city to refuse to supply a certain cutting department store with goods. One San Francisco wholesale house "butted in" to sell them. This house could not expect to hold the business. They acted as they did because they felt the temporary profits would be worth more to them than weakening and perhaps disrupting a strong California Grocers' Association. "Sapolio" cut off this wholesale house for selling their goods to the firm in question. The San Francisco grocers were urged by organization men to declare for their Southern brothers. J. Salomon and his bunch would not do anything to hurt a San Francisco wholesaler for anything! The other grocers were so disgusted that they would not attend meetings.

We had made heavy sacrifices to secure one organization. We had helped build up its treasury only to find that the funds were used only to help the liquor interests. We therefore started the Associated Retail Grocers, whose purpose was to **Advance Grocery Interests** first of all—get better profits and prevent trade abuses. Our next idea—and we put it in our Constitution—was to have a San Francisco organization **to affiliate with the State and Nation Association.**

It is our purpose to affiliate with the National Association—not to send "hot air" letters telling how glad we are that the National is progressing, but "we" will **SEND OUR DUES** to President Green.

Since the Great Distaster.

The disaster of April 18th burnt up a very large part of the stores of Mr. Salomon's membership. Many more have closed out groceries and are now saloon keepers. Mr. Krueger needed money for his salary. He was willing to put shame on San Francisco and to attempt to raise a question as to the integrity of Mr Stulz (formerly National Vice-President) and myself (Secretary of the State Association) to whom the funds were sent and in lying letters seek to establish the idea that his organization was a part of the sisterhood of associations, which it was not, and that it had expended large sums to advance association interests, when its only expenditure, outside of helping the anti-trading stamp fight, was to try to

(Continued to page 9.)

THE FACT THAT MAPLEINE



Is sold in concentrated form, allowing the consumer to make her own syrup, makes a strong selling talk; for it is absolutely free from adulteration. Besides, your percentage of profit is greater than on Maple syrup sales. Mapleine produces a syrup BETTER than Maple.

JOHN H. SPOHN CO., Agents

Ninth and West Street, Oakland.

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA.

Westley—R. M. McDougall has removed his general store here.

San Francisco—P. Guirlain has purchased the grocery store formerly owned by P. Dugan and wife at 1000 Noe street.

..**Long Beach**—H. B. Alger has purchased a grocery store and meat market combined.

..**Highland**—E. H. Harding has purchased the grocery store owned by Marshall Bros.

..**Hollister**—There was a fire in J. Goldfish's store, Monday night. The fire was extinguished before any damage resulted.

Alameda—J. J. Atkins, a grocer, while riding a bicycle, was run down by an automobile; he sustained several cuts and bruises.

Alameda.— J. E. Lendwall has purmoved his grocery store into the New Postoffice building from across the street.

Pasadena—The Model grocery is opening a branch store in South Pasadena because poor car service was interfering with trade.

South Berkeley—B. K. Smith, the Ashby avenue grocer, sold his property in Clovis, Fresno county, just before coming to Berkeley. It seems to have been a lucky bargain for him, for on the evening of July 23d all the property Mr. Smith had formerly owned was destroyed by fire.

Lindsay—The Lindsay Rochdale Company is having a large cesspool dug on its property.

Richmond—Ben Spagnoli has opened a grocery store on Macdonald avenue and Twenty-third street.

Los Angeles—E. W. Ehmann has chased the interest of Henry Ludwig in the firm of Ludwig & Matthews. The new firm will be incorporated as the Ludwig-Matthews Company, and will conduct a general produce and grocery business.

..Alameda—J. E. Lendwall has purchased the grocery-store formerly owned by P. N. Anton.

Chico. July 24—The S. F. Produce Grocery Co. was destroyed by fire on the 23d inst. Loss on stock, $10,000. Partially insured.

Rialto, Calif.—H. P. Welborn and C. V. Phelps, who sold out their grocery business in Colton a few months ago, have purchased the department store of C. H. Bohannan & Co. in Rialto.

Salinas.—The firm of Anderson & Sutton, grocers and produce merchants, in the Bardin, has been dissolved, D. J. Sutton, retiring on account of business interests in Los Angeles. J. B. de Anderson has purchased Mr. Sutton's interest.

Oakland.—The Ludwig & Matthews Company, which will conduct a grocery business in Oakland, has been incorporated by Mrs. Freda Ehmann, C. W. Bolles and E. W. Ehmann of Oroville and Charles Matthews of Los Angeles with $10,000 capital stock.

Stockton.—The Hedges, Buck Co., grocery concern has sold its retail department to the Owl Grocery Co., which will remove from present quarters on Hunter square, to the cor. of Weber ave and Sutter st., where the sales and warerooms of the company are. The selling company will continue its wholesale business.

Los Angeles.—E. W. Ehmann of Oakland has bought the interest of Henry Ludwig in the firm of Ludwig & Matthews, grocers of this city.

Long Beach.—The grocery store of J. L. Taylor at 1306 East Fourth street was burglarized July 30th. The thieves failed to take anything in the way of edibles, contenting themselves with breaking open the money drawer and stealing about $5 in coin. They got Mr. Taylor's horse out of the stable in the rear of the store, harnessed him up with the exception of a bridle, which they took from a neighboring barn, hitched it to a wagon which stood in front of the store and drove away.

Alameda.— Capitalist Carlton H. Wall's automobile , driven by Harry Goodruff, seriously injured J. J. Atkins, an aged grocer, while he was riding a bicycle. The collision occurred near the gore of Central and Alameda avenues. Atkins is 65 years old, and the injuries and shock he suffered makes his condition serious in the opinion of the attending physician.

Los Angeles.—L. Herrick, grocer, at First and Belmont, will move around the corner. S. W. Swisher has bought the grocery business of H. S. Stern at Pico and Santee.

San Diego.—Nelson Whitney, corner State and B streets, has sold his grocery to Samuel Porter.

OREGON.

Albany.—Owen Beam, a grocer, was wedded to Miss Mary Gaston at Tacoma.

Ashland.—Mr. Crews is preparing to open a grocery at Ashland, in which business he was engaged previous to locating in California.

Baker City.—J. W. Daly has bought James Osborne's grocery.

Eugene.—C. H. Pickett, grocer and hardware dealer, is reported removing to Springfield.

Fossil.—Morris & Wattonburg have bought Ray & Robertson's grocery, confectionery store.

Heppner.—Sam Hughes Co. has opened a new grocery in the Slocum building.

Lebanon.—Mrs. W. E. Chandler,who has conducted a dry goods and grocery store for a number of years, has sold out to the Hubbs-Stevens Co.

Marshfield.—A. G. Thrift is reported buying I. Condron's interest in the Pioneer Grocery Co.

Medford.—J. Stewart et al., have bought B. P. Theiss & Co.'s wholesale grocery.

Portland.—E. F. Loomis & Co. have purchased J. S. Gray's grocery and meat market.

Portland.—Mrs. J. V. Brown has purchased C. H. Russell & Son's gro-

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

cery and feed store.

Portland.—Hoss & Farrell have opened a grocery store.

Portland.—L. E. Sauvie, who has conducted a grocery at 711 Williams avenue, has sold out to Miller, Buck & Co., who are conducting the business at present.

Salem.—Peter Graber, a prosperous grocer, was married to Miss Nellie Ringo July 11.

SHAME OF SAN FRANCISCO.

(Continued from page 7.)

keep liquor licenses down.

You may be interested in knowing that I have always served as secretary of our association without salary, being a grocer myself.

It is worthy of note that the numerous abusive letters sent out by Solomon and Krueger were mailed **without the knowledge or approval of a majority of their directors.**

Some Typical Mis-Statements.

In a letter to President John A. Green, printed in the "Grocer and Country Merchant," a paper that has always opposed our association work, Mr. Krueger says:

"At a meeting called on the 19th inst. by The Associated Retail Grocers, the Editor of the Retail Grocers' Advocate used his influence successfully in entertaining a motion to engage an organizer at one hundred dollars per month."

We value the advice of Mr. Powers, who is a veteran in association work, and has accomplished more to help the grocers and with less return to himself than any other individual in the State. Our action did not benefit Mr. Powers. It was taken because it presented the best way of benefiting all the grocers.

Mr. Krueger says:

"We know that your principle is to work for harmony and not the creation of discord and disruption. Their organization are now using the money forwarded for the relief of the grocers to disrupt our organization, and as we have practically all the grocers in our association, we consider it a direct stab at us."

We have told of the Solomon-Krueger membership already.

As our organization proposes to do **real association work** for **real grocers**, we think that President Green will realize that no better use can be made of the funds than to help the **real grocers** to help themselves by having a field secretary to give his entire time to our members claims and insurance.

In another letter to National President Green, dated July 19th, Mr. Solomon says that he has tried hard to bring the two existing organizations together and had suggested that a committee of both bodies be appointed for this purpose. He writes:

"**The President, Mr. Bibo, does not object. The members do not object. The secretary told me he was in favor of it. But it seems that these gentlemen are all "mesmerized" by the editor of their 'official organ.'"**

This statement is false.

Mr. Solomon did suggest to me once that the two organizations come together and that **he be made president** and our president, Mr. N. Bibo, be made vice-president of a new organization. The suggestion was so ridiculous that I only laughed at it and told him that we were satisfied as we were.

The "ready letter writer," F. Krueger, devotes much space in his Bulletin of July, 1906, to personal abuse of Mr. Powers, to whom I know he is indebted for many favors. According to his account, he was a sort of Santa Claus, showering gifts upon the **Advocate** from his munificent wealth. As a matter of fact, during the time he writes, he was under salary with Mr. Powers at **Fifteen Dollars a week.** The grocers of San Francisco who know of conditions feel that he should be very much ashamed of his attempts to injure and slur the man who was his benefactor when he needed help very badly.

In one paragraph of his article he says: "The **Advocate** * * * has not, never had, and never will have 500 bona fide subscribers."

Mr. Krueger knows that this statement is untrue, as he worked for the paper and is familiar with its circulation. I have investigated the **Advocate's** subscription books personally and know that its circulation is many times in excess of the figure named by Mr. Krueger.

The statements I have quoted show to what lengths these men will go.

Now ask yourselves "Why?" ....

It is a pity that the grocers of San Francisco should be handicapped by an element that does nothing itself, yet seeks to interefere with the work of an organization devoted to genuine association effort.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.10; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

WORK FOR PAY.

Retailers Serve Only When They Receive Proper Remuneration.

The Manufacturers are begining to learn that the retailers are interested in goods only so long as they pay for their handling.

It is not pleasant for a retailer to sell at cost, and it is not pleasant to have his customers go where goods are being sold at, or near cost, as leaders. Either choice compels the retailer to lose interest in the goods and for a number of retailers to lose interest in any brand of goods means additional advertising expenses to regain trade.

This has caused the manufacturer in many cases to surround the sale of his goods with restrictions that prevent the price from becoming demoralized, then these so-called savers of the public get out and howl, "down with the trust." They endeavor to bark at the image of their own creation in order to draw public attention to themselves at the expense of their smaller and weaker brethren.

There is a new era dawning for the great mass of retailers.

The manufacturers are recognizing their rights in the case and are enforcing them as never before.

The price demoralizer will soon be relegated to the rear, and the grocery business be placed on the high plane it belongs. The retailers must help to bring about such a condition.—Pacific Grocers' Magazine.

VALUE OF THE CUSTOMER.

What's the cash value of a customer?

Of course they vary.

Some are worth much good American money each year. Some are less valuable. All should have a market value to you, or you should cut out their trade. You are not in business for fun.

When a customer pays his bills he becomes an asset. If he simply runs an account to be liquidated years afterwards he is a liability and his trade is not worth having.

The merchant can readily put a value on each customer.

If he is of value, you should put forth more strenuous efforts to hold his trade. You should put yourself out to satisfy the demands that he may make upon your establishment and get the goods as speedily as possible.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $250.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

PRUNES

We Make a Specialty of

SELLING DIRECT

To the Dealer

HE SAVES the middleman's profit

QUALITY

We handle the **Products of Our Own Orchards ONLY, Cured** and **Packed** by **Ourselves.**

UNIFORMITY

For this reason dealers are safe in making a speciality of our fine Prunes, since they will be always the same.

CLEANLINESS

Our **Dry-Yards** and **Packing House** are clean as a kitchen. Our fruit needs no washing before cooking.

SATISFACTION

You can **"Money-Back"** our goods to your customers. We guarantee them and protect you.

HOW MUCH CAN YOU USE?

Correspondence Solicited

Los Gatos Cured Fruit Co.

LOS GATOS, CAL.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Boychers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.
First Vice-President, Geo. B. Doyle.
Second Vice-President, J. S. Irvine.
Treasurer, J. F. Schomer.
Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.
Secretary, Frank B. Connolly.

ASSOCIATION NEWS.

The Toledo, O., Retail Grocers' Association appointed a committee at its last meeting to make arrangements for attending the national convention at Dallas, Tex., January, 1907. Nothing like taking "time by the forelock."

Oklahoma and Indian Territory retail grocers have organized a State association.

The Portland, Ore., Retail Grocers' Association has succeeded in inducing several cereal companies to make an agreement that they will sell to no one who will not agree to maintain the standard price at retail.

Don't sit around and kick because your business is going to the man across the street that has up-to-date fixtures in his store and uses modern methods to please his customers. Put in your time that you have spent kicking in getting into the band wagon of progress.

SLOT MACHINES LEGAL.

Playing for Merchandise Is No Violation of the Statutes.

Sacramento, July 31.—Under a decision of the Appelate Court handed down today, the operation of slot machines, played for cigars or other merchandise, is no violation of the law prohibiting the conducting of "a banking game by means of a slot machine for money, checks, credits and other representatives of value." The decision was written by Justice Buckles and a concurring opinion was signed by Justices McLaughlin and Chipman. In many counties the officers are now preventing the operation of merchandise machines.

The decision was rendered in connection with the application of C. C. Williams, a cigar dealer of Petaluma, for a writ of habeas corpus. He was arrested December 4, 1905, and fined $100. He was to-day ordered discharged. It was on the words "other representatives of value" that the case rested. TheAppellate Court held that according to the rules of the law the words coming after the words "money" and "checks" merely incorporated items of a similar nature, and did not embrace cigars and other merchandise.

In his opinion Justice Buckles holds as follows:

"There is nothing in section 330 which prohibits gambling for cigars. It follows that the practitioner must be discharged."

In the concurring opinion Justice McLaughlin has the following to say:

"It is clear from the language of this section that it is a misdemeanor to conduct or carry on a slot machine or other device played for money, checks or credits, but * * * Had the Legislature intended to place the ban of the law on slot machines played for cigars or any other class of merchandise, the natural, ordinary common-sense way, in fact the only way to do so, would have been to use the phrases "anything of value" or some similar and equally comprehensive expression. Not having done so, we cannot extend the scope of the statutes by giving it a construction at variance with rules of law and the accepted and established meaning of words employed."

Asparagus is one of the finest of the canned products and ought to sell more freely, provided nature were obliging enough to accommodate the canners with a sufficient supply. The consumption of canned asparagus has increased by leaps and bounds in the past ten years.

HARRY UNNA CO.

REMOVED TO

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH

One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

FREE DEAL

Blue Label Ketchup

Dealers who have not already placed their orders for Blue Label Ketchup through the representative of the Fred. F. Hobbs Co., should not delay placing their orders for future delivery. If you will drop us a postal we will have one of our salesmen call on you so that you can fill out your order to be shipped through any jobber you may select.

All orders placed with us for future delivery entitle you to 50 cents per case rebate on pints and 25 cents per case on half-pints and quarts.

Remember Curtice Bros. Blue Label Katchup is packed 25 pints and 25 half-pints to a case. This secures you an additional profit.

FRED F. HOBBS CO.

NORTHERN CALIFORNIA REPRESENTATIVES

Temporary office, 922 Franklin Street - - - - Oakland

Phone 6319

MEMBERSHIP GROWS.

Alameda County Grocers Actively at Work For State Convention.

Oakland, Cal., Aug. 7, 1906.

Retail Grocers' Advocate: A regular meeting of the Alameda County Retail Grocers' & Merchants' Association was held at their Rooms 220-221 Central Bank Bldg., Oakland, August 6, 1906. 5th Vice-President, A. Sutherland in the chair. A telegram was received from President H. K. Duncan expressing his regret at not being able to be with us, owing to his absence from the City.

The meeting was largely attended and a number of matters of importance was brought up.

A committee consisting of H. D. Cushing, Geo. Hoffman and R. D. Holmes were appointed for the purpose of investigating regarding the advisability of occupying new quarters. This Committee was given full power to act, and will endeavor to get the best possible location for the Association.

The following new members were elected:

M. Joost & Son, Alameda.
G. D. Scott, Oakland.
W. H. Harper, Fruitvale.
C. Eiferle, Fruitvale.
Courant Grocery Co., W. Berkeley.
Pierce Grocery Co., E. Oakland.
Rogers Co., Oakland.

The Committee on the coming State Convention reported that they were progressing favorably and are receiving the support and assistance of the Committee from the Merchants' Exchange of Oakland.

President L. Warnke of the State Association reported that the officers of that Association were actively engaged in arranging their part of the program and that everything would be done to have the details move smoothly.

Interesting remarks were made by Director H. Hauch of Alameda, W. B. Thomas, Geo. Ressiguie, A. Sutherland, H. D. Cushing, F. C. Koerber and others.

There being no further business the meeting adjourned until August 20, 1906.

CHANGE IN FIRM NAME.

The trade will be interested to learn that the old established wood and willow ware house of the Harry Unna Co., has been succeeded by the Heyman-Weil Co., which is located at 68-86 Kansas street, foot of 8th St., San Francisco.

The new firm consists of Mr. Sam Heyman, who was secretary and assistant manager of The Harry Unna Co. from its organization, and Mr. Sam Weil, who was the founder and principal owner of the American Import Co., and its president until last January, when he sold his interests therein.

A BIG RECORD.

W. A. Hawley, Pacific Coast agent for the McCaskey Account Register, returned last week to San Francisco and established offices at 1212 Gough street.

Mr. Hawley reports that the sales of the McCaskey register in the Pacific Coast territory during June has exceeded that of any other agency in the United States, and were greater than in the territory of the Boston agency, the oldest McCaskey agency, by $200. The total Coast sales for June exceeded $6,000.

Mr. Hawley left Thursday for a thirty days' tour of the Pacific Northwest. He will visit his managers in Portland, Seattle and Spokane, and arrange for increasing the sales forces in their respective territories.

On his return to San Francisco Mr. Hawley will increase his California sales force by the addition of four men.

TO MAKE ORANGE MARMALADE.

Pomona, July 28.—A new industry will be started here next week, when the Pomona Citrus Preserving Works will begin operations in the western part of the old winery building, on Ellen street. The company is backed by plenty of capital, J. M. Mitchell and J. E. McComas being interested in the enterprise. It is the purpose to preserve and candy fruits and manufacture marmalade. The company's steam boiler, cauldrons and several machines for the business are already installed.

NEW MEXICO.

Albuquerque, July 27.—The Jaffa Grocery Company this week is giving Ferndell coffee, St. Charles cream, ice cream and soup demonstrations at the store on Railroad avenue, which are attracting a great many persons. A young lady is in charge to serve the delicacies to patrons.

J. H. NEWBAUER & CO.

Importers and Wholesale

GROCERS

430-432 Fifth Street

P. O. Box 489 San Francisco.

The reorganization of our business has been rapid, and our deliveries are again assuming normal proportions. We are therefore prepared to fill orders for the general line of groceries, cigars and tobacco. Send us your orders, and same will have most careful attention

Watch us Grow!

FIXING THE PROFITS.

A Logical Review of the Reasons Why Manufacturers Should Act.

In an address delivered at Portland, Ore., by J. J. Higgins, secretary of the Seattle Retail Grocers' Association, that gentleman discussed the mater of the fixing of retail selling prices as follows:

Why the Manufacturer Should Fix the Retail Price.

"The manufacturer should fix the price because price fixing has been one of the features of trade that fell to his lot from the very earliest period of the commercial world and he never has surrendered the principle and never will.

"In manufacturing a piece of goods the first question he considers is, **"At what price can I make it reach the consumer?"**

"To answer that question he has to consider what it cost him to manufacture, advertise and pay for its distribution from the factory to the consumer, and that involves the broker, wholesaler and retailer.

A Square Deal for All.

"That being true, we must admit that the manufacturer is in a position to see that all parties in any way connected with the transaction get a square deal, providing he is willing to use the power and privileges that he possesses.

"The manufacturers have fixed and are fixing the retail price. When they send their specialty men out the first argument they use in marketing the goods is what the goods will sell for and the possible profit.

"But many of them have never attempted to maintain the price fixed.

"Why?

"Because there has never been anything like an organized effort made requesting them to.

Has Been Successful

"The association at Los Angeles, Spokane, Tacoma and Seattle have requested the maintenance of the retail price, and their requests have been honored by many manufacturers and are working very successfully as far as they go. That the policy is not more universally put into effect is largely due to the retailers themselves.

"It is not an unreasonable request to make. That the retailers are almost universally in favor of the policy on this coast, where they have had any experience with it or learned of it through the trade press, is undeniable.

"The retailer has been altogether too modest in his requests to the manufacturer and wholesaler. Many manufacturers and wholesalers stand ready to concede the policy where the retailers demand it.

Business Is Business.

"Business is not conducted along sentimental lines. The manufacturer is not out looking for trouble and expense in order to protect the retailer. He is after a market for his goods, and that market he finds with as little trouble and expense as possible.

"That's business.

"If you think it is right, and I know you do, then demand it. You are monarchs of the situation if you only knew it.

Maintaining Prices Practical.

"There is not a doubt in my mind that it is practical and legal and it is certainly for the best interests of all that he should maintain the retail price. Many manufacturers of drugs, drygods, furniture and agricultural implements are successfully protecting the retail prices on staple articles in their lines. If it is possible for the manufacturers to establish and maintain the price on staples in those lines of trade that carry immense profits, then how much more necessary does it become in the grocery business, which of a necessity is conducted on such a small margin.

"Again, the above lines of trade, driven to protection by their saner brethren, have found it convenient to use as "leaders" the staples popularized by the retail grocer, realizing that they could at any time kick out the grocery staples without injury to their regular lines. The necessity of established and maintained prices in order to protect the grocers from this outside enemy, as well as from price-cutters in their own ranks, is evident.

Won't Work For Nothing.

"Manufacturers are successfully maintaining uniform prices on many articles among the wholesalers, because **the wholesalers have demanded it** and refuse to push their goods unless the manufacturers protect them.

"It is contended by some manufacturers who wish to shirk the responsibility of price maintenance that the retailers will resent such a policy as an unwarranted intrusion and interference with their rights. In the case of the pronounced price-cutters this is true, especially so if no conditions are attached to the sale. When the manufacturer attaches conditions and sells his goods under contract, then the tables will be reversed and the retailer will be usurping the rights of the manufacturer and interfering with his business rights by cutting the established price.

"Just why a manufacturer should hesitate to protect himself against the unbusinesslike tricks of a stubborn and vicious retailer and never hesitate to tackle the largest wholesale house for the same reason, we have never been able to learn.

Contracts Are Respected.

"If it is not practical to maintain retail prices, why do cut-rate drug stores, hardware stores and drygoods stores in their advertisements always **except contract goods?**

If it is practical, and we contend it is, why should less than 5 per cent of the retailers who persist in cutting prices be permitted to jeopardize the interests of the other 95 per cent, as well as the interests of every manufacturer whose goods he can secure.

Manufacturers' Interests Jeopardize.

"The manufacturer's interests are jeopardized when the legitimate retailers refuse to display and push the sale of such goods as are permitted to be cut. Whenever grocers have by their labor in display and other efforts assisted in popularizing a brand of goods they have in a measure helped to put value into it. The manufacturer, if he is an honorable man, will see that they are protected in that labor by assuring them a continuing reasonable margin of profit.

COFFEE CONDITIONS.

New York, N. Y., July 11, 1906. — Henry Nordlinger & Co. report:

"The crop year came to a close on the 30th ultimo. Statistics show that the visible supply of Brazilian coffees at the end of the crop year were 7,492,788 bags, as against 8,676,479 bags in 1905 and 9,753,030 bags in 1904.

"The production during the year was: 1906, 10,837,200 bags; 1905, 10,527,300 bags; 1904, 11,100,400 bags.

"The consumption was: 1906, 12,087,196 bags; 1905, 11,603,851 bags; 1904, 11,290,633 bags.

"We call especial attention to the enormous reduction in the visible supply of Brazil coffee which took place in the course of the last three years. This reduction amounts to about 25 per cent within that period, and whilst the production during these three years was on the average, 10,800,000 bags, the consumption has increased from 11¼ million to 12,100,000 bags in that short space of time.

"The visible supply of Milds decreased about 380,000 bags during the past year.

"No new crop of any extent can reach consuming markets before the end of August, and by that time the visible supply of Brazils in Europe and the United States will have undergone a further reduction of at least 1 million bags. These countries have not been in so good a position for handling the incoming crop as they are this year; but we find that despite the near approach of heavy receipts at Rio and Santos, the Brazilian markets continue to rule very firm, and there is a constant lack of offerings of new crop for forward shipment. This may be partially due to the knowledge of Brazilian exporters of the needs of consuming markets, but their markets will be put to the test when the large receipts are actually taking place, and it will then be seen whether the endurance of Brazilian **Commissarios to hold to their prices,** or the abstention of buyers in consuming markets will win out. An adjustment of values is bound to take place in order to bring about improved business."

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Brighten up the store a bit.

Woodenware is seasonable.

Salmon is in a very strong position.

The sugar market shows much strength.

Prices on old pack gallon apples are high.

Get after the delinquents. Make them pay up.

Printers' ink is the greatest of all trade bringers.

Mention house-cleaning goods in your advertising.

Don't try to rush the seasons, and don't get behind.

Keep the sun off the vegetables and keep them moist.

Toilet soaps offer a chance for some good bargains just now.

The best way to hustle up summer trade is to do a little advertising.

Iowa's new pure food law is closely along the lines of the new national law.

Bordeaux advices say that there is nothing left of the old crop of walnuts.

The California Fruit Canners' Association has withdrawn its prices on all lines.

How about your show windows? There's lots of things in the store to dress them with.

There was a short pack of canned strawberries this year and prices will be higher later on.

A few words of praise for your clerks when they deserve it will do them good, and you more.

The canned meat season is here. Push these goods hard and do a bigger business than last year.

A dollar's worth of goods on the shelf is a beter asset than ten dollars' worth of uncollectable accounts.

Get the habit of insisting upon the guaranty for goods bought. It will become handy after July 1st, 1907.

The grocer who offers the goods just before they are called for is the one who will get the most of the trade.

Soap is one of the most important items in the stock. Pay attention to it and it will bring good steady profits.

A bag holder is a saver of time and money, but there are still some merchants who let the bags scatter all over the counter.

Candy is always a good seller at this season of the year. It attracts the children and helps sales of other goods wonderfully.

Canned corn is improving in price and there is still a very good consuming demand. Prices are expected to improve further.

Rice, under a strong movement on several days past, has grown very firm, indeed, and jobbers are predicting higher prices.

There has been an old-fashioned scramble to buy canned peas ever since it became positively known that the pack would be short.

A good glass counter which displays the goods in plain sight is a silent salesman that never wants a day off or asks for a "raise."

A spraying machine to keep the vegetables fresh and moist is a mighty good investment and looks attractive in the display window.

Packers of French peas have announced that their deliveries of 1906 packing will be very short, owing to weather and crop conditions.

If there is a credit rating bureau in your vicinity become a member of it. It only takes a mighty few losses to pay for the cost of membership.

The parcels post and post clerk bills were not passed by Congress, but they will come up again for consideration. They are by no means dead.

Syrups are stronger, the trust having advanced its price to a basis that will soon force the jobber to get more money for all grades of corn syrups.

Don't forget that back room when you give the store its spring cleaning. Doubtless it needs looking after as badly as the rest of the store—if not more.

Nobody thinks much about matches as long as they are good ones, but let a customer get a lot that are slow to light and poor burning and he thinks and thinks hard.

Carnation Cream Sales

SALES

Continue to Grow

EVERYBODY WANTS

Carnation Quality

TAKE NO CHANCES — SELL

CARNATION

AND BE THE MODERN MILKMAN

PACIFIC COAST CONDENSED MILK CO

Manufactures, Seattle, Wash.

JOHN H. SPOHN CO., Agents,

50-52 Clay Street.

San Francisco, Cal.

Use as much care in your advertising as you would in buying your goods. You are spending money in each instance and you should make it go as far as possible.

The pea pack will be smaller in the aggregate this year than in either 1905 or 1904, says the Chicago Canner. All of the pea packing states will be short of last year's output.

Do not dump your butter indiscriminately into a barrel to be sold as packing stock. Keep the good dairies separate from the packing stock and you will get more for them.

Most manufacturers of wodenware say that a stiffening of prices will be necessary, largely on account of the increased cost of timber used in manufacture and the higher cost of labor.

A St. Paul butter and egg store recently had a whole window full of eggs, with a hen and some little chicks in a pretty white coop in one corner. The display attracted much attention.

A good butter cooler is an absolute necessity. There is no way in which the butter, cheese, eggs and vegetables can be kept fresh in the hot weather. Don't be afraid to use lots of ice.

Do you keep a comprehensive set of books that show where you stand? No? Well, it is only a question of time when you will be tamping rails with a section gang or following some such occupation.

If you handle premium goods you place yourself in a position where you are a competitor of the furniture dealer, the chinaware man and the hardware merchants who buy their groceries from you.

The position of candied citron and peel continues to strengthen from day to day. Present prices on citron are good only for the present month, after which an advance of one cent per pound will take effect.

Advices from Marseilles say that the upward tendency of prices on Tarragona almonds is strongly accentuated. Stocks of old are nearly exhausted and sellers for future delivery are still holding aloof.

One effect of the new pure food law will be that we will not be compelled to wait until we open the cans of some sorts of foodstuffs to learn that the contents are adulterated. We will have only to look at the label.

The salad season is here. The wise dealer soon discovers that it pays to sell superior salad oil. Fragrant and finely flavored olive oil means all the difference in the world between a good salad and a poor salad.

Change the stock around once in a while. The same old cans in the same old place week after week, month after month, become exceedingly monotonous, not only to the customers, but to the clerks in the store.

Educating his trade should be a part of every grocer's business. The taste for some lines, like olives and olive oil, has to be cultivated. By demonstrating these lines to the trade a good business can often be worked up.

Change the ledge trims in the store once in awhile. People get tired of seeing the same old thing. Make pyramids as deep as you can, so that packages may be taken from the bottom rows without disturbing its symmetry.

Advices from state pea packers indicate a gloomy outlook for the new pack. Some packers have announced their deliveries as low as 18 per cent on the fine sorts, but in some cases fully 100 per cent deliveries will be made on the coarser grades.

Some grocers handle chalk, particularly the crayons for schoolwork. Both grades have advanced, the increase taking effect July 1. The reason is increased cost of manufacture and the higher rates of duty which are charged on imported raw material.

It was a wise judge who discharged a man on a charge of non-support after it had been proven that his wife was a victim of the trading stamp habit and that she spent all the money she could get buying things she did not need in order to get the little stickers.

Peters Bros., Baltz & Dittman

PROPRIETORS

The California Brewing Company

DOUGLAS ST., Between 17th and 18th, San Francisco, Cal.

Scheer, Morehouse & Grandi,

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.

Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco, foot of Spear St.

Dodge-Sweeney & Co.

Hathaway Wharf, San Francisco

FOUR BLOCKS SOUTH
FROM FERRY DEPOT

Shippers please send all consignments to San Francisco unless otherwise requested

KELLY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTER & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

A grocery store without the proper fixtures is like a carpenter without his tools. A grocer can get along with the bare counters and shelves, but he will not make as much profit as he would if he had a modern equipment of labor-saving fixtures and appliances.

KEEPING CLEAN.

Something About the Necessity, Profit and Possibility of Tidiness.

There are retail stores within the writer's circle of observation which are so dirty that women involuntarily lift their skirts when they enter them. Numerous instances have been known where women who would have been desirable customers have never entered the stores but once. The dealer who allows such conditions to exist is inviting injury to his trade which will result in serious loss in the end. Even those who do not appear to be fastidious are favorably affected by a clean store. They are quite likely to recommend such a store to their friends and acquaintances as a suitable place in which to purchase.

Misdirected Energy.

There are few retailers who do not make some sort of attempt to clean up at least once each week. There are very many who make a dismal failure of these efforts.

What dirt is ejected out doors into [illegible] goods [illegible] the st[illegible]

The effervescent muscular development of the young man wielding the broom needs to be toned down. He should be given a series of lessons in handling the cleaning utensils.

Learn the Right Way.

There is a right and wrong way to do everything. The young man who is to do the sweeping in your establishment will never perform the operation right until he is shown how to do it right. Then he must be followed persistently and compelled to do his work, otherwise he will become negligent and things will relapse into the old conditions.

Sprinkling Not Flooding.

To prevent dust, the floor should be sprinkled, not flooded.

There are a good many sweepers who think sprinkling means immersion and they act accordingly. The effect of that is that the floor is transformed into a sea of mud through which the broom is pushed, leaving numerous streaks of mud and dirt on the floor, and really improving things but little.

A little sprinkling is sufficient and a little damp sawdust scattered on the floor is best of all. It will absorbe all the dust and prevent the unpleasant part of sprinkling, even the lightest and most desirable sprinkling.

An occasional sweeping with salt will be benificial and will frequently make the floor look as though it had been washed.

Dusting Cloth Important.

After the use of the broom, the next two important utensils are the dusting cloth and dusting brush. Of the two the dusting cloth is undoubtedly the better since it prevents the flirting of dust over the goods. It does great damage in the aggregate. It is persistent and must be fought constantly to prevent injury to the goods displayed in any store.

Every particle of exposed woodwork about the shelves and the woodwork and glass of the show cases should be gone over carefully and frequently. Perhaps not every day, but at least every alternate day.

The one who does the sweeping can do this. He must be taught to do it thoroughly. Neglect here is quite as apparent as it is in the sweeping and sometimes it looks even worse.

Keeping Windows Clean.

The windows should be polished often and can be wiped every alternate day, possibly every day, the frequency depending upon the location and the proximity to dusty roads or streets.

If the dust flies badly, it naturally coats the windows very soon with a film of dirt which reduces the light and at the same time causes a feeling of disgust when one attempts to look through the glass.

A few minutes' work each morning will prevent this and will improve the [illegible] of the windows and the [illegible] enough to compensate for the small amount of extra labor.

Disorder Like Dirt.

Disorder should not be tolerated anymore than dirt. Instructions should be given to every employe to keep the store as neat and orderly as possible. Do not allow them to pile up goods in promiscuous heaps, either in front or back store. It injures the goods and it creates unfavorable impressions.

Neat, orderly and pleasing arrangements of goods are quite as easily made and they assist the salesmen materially. Each one can do his part toward keeping goods this way. Where the work is divided in that way it makes it much easier for all.

One can do the work alone, but if each does his part, and if each is instructed in performing a portion of the labor required it makes easy work for all.

More than that, if one employe is required to do his work properly there isn't the slightest reason for permitting anyone to escape. All ought to be treated alike, and when all are treated alike the work will be better done and the general appearance of the store will be better, not only one day, but all days.

Follow the lead of both the St. Louis and Missouri State associations. matter what their nature be, get rid of mater what their nature be, get rid of the stock you have on hand which has these strings tied on to it, and when the salesman comes around and asks you to buy more tell him that you will not handle his goods as long as they have an attaghment which practically amounts to taking the bread from the mouth of your fellow merchant in other lines.

LOSS THROUGH LEAKS.

Some of the Ways That Profits Are Knocked Out of Business.

Did you ever look closely into the possible ways which some leaks may occur and that dribble away your profits? The hundred and one ways in which you can lose money in the daily transaction of business unless you are eternally and everlastingly vigilant?

Over buying is aleak. Tying up your money in 10, 25 and 50-case lots, or a bulk supply of certain goods which is stock enough for six months, is expensive. One or two cases can be bought for a price that, in turning your money several times, enables you to gain a better per cent of the profit than you make in saving by buying larger quantites.

Careless handling, destroying or giving away empty boxes, barrels and burlaps is another leak. Do you take good care of these when empty, to see that they keep in good saleable condition, so you can dispose of them at a price? They will pay the cost of your fire insurance and many other expenses, such as repairs and advertising.

Another leak is letting customers have small orders on credit for a day or two. These sale slips are often left hanging on a nail or hook instead of entering the charge in your books and are often lost and the bills never paid.

Letting doubtful customers have a few goods just to see if they will pay for them when they say they will, when at the time you doubt if they will ever pay. This is another leak.

Do you weigh, count or measure all goods as per invoice? Do this, and you will doubtless be surprised to find much of it short. This is another leak which sometimes takes away the greater part of the profit you should have for the handling of such goods.

Do you figure over all invoices of goods received, to correct errors that may occur?

Storing away goods in a corner where they cannot be seen is a leak where profits might have been made if the goods had been opened and displayed.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
of
... The ...
American Tobacco Company
Temporary Office
6th and BROADWAY, OAKLAND

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

A drop of 10c was announced by the California and Hawaiian Company on Tuesday. This was not followed by the Western. The decline is the result of local conditions wholly as the raw market is strong.

New York, N. Y., Aug. 8, 1906.—Raw sugar is firm at an advance of 1-8c over last week. It is quoted at 3 7-8c for 96 degree centrifugal. Refined, crushed, 5.60; granulated, 4.90; an advance of 10c.

New York, N. Y., Aug. 2.—Willett & Gray report:

"Raws advanced .05c during the week, although there was no change in the price of refined. The advance in raws came at a time when many supposed that the improvement in the raw sugar market had reached its completion. There is at present a rising tone. This is entirely due to physical conditions and not to a speculative tendency. The United States has drawn more largely than usual on the Cuban supplies, neglecting those of Java, which have gone to other markets. The Java planters have shipped some 200,000 tons less sugar to the United States this year than last. This leaves a minus in supplies of 200,000 tons from that source. The call upon the Cuban crop leaves that market something like 100,000 tons minus supplies for immediate future. Since there is nothing to be had in Europe to approximate this minus suitable for American markets but best sugars and the European holders are advancing their beets as rapidly as we advance, it will be readily seen that an important crisis has come in the matter of supplies of raw sugar in the United States to meet the largely increased consumptive demand now going on in this country. The conditions have become known to holders of Cuban sugars, who have generally withdrawn their sugars from the market. It is somewhat difficult to say on what basis new business will be put on. There are moderate offerings of Porto Rico for prompt shipment at 3.78 for 96 deg. and Cuban at 3.89c duty paid, for last half of August."

New York, N. Y., July 24.—M. G. Wanzor & Co. report:

"Statistics show that the demand for sugar is equal to all expectations. There is no depression. We will have some sugar left over from last season and there will probably be a big crop next year. Those are things that principally affect next year's market and that is too far off yet. Of course, they will keep the price within reasonable limits so that they will not advance too rapidly. In this way such an influence is beneficial. Every advance will have to be fought for. We believe that ruling conditions will justify continual price accessions until the new crop has to be figured on."

TEA.

New York, N. Y., July 24.—J. R. Brown & Co. report:

"There seems to be considerable inquiry among first hand brokers, but owing to the scarcity of supplies of green and Congous but a limited amount of business can be accomplished in these lines.

"Formosas, Japans and Ceylons remain comparatively quiet, though prices are holding firmly."

COFFEE.

New York, N. Y., Aug. 2.—Willett & Gray report:

"The new Brazilian valorization law will now be applied. The object of the law is intended to ameliorate conditions for the planter by practically financing coffee which must otherwise be forced to sale at a loss to the producer. The money needed to operate the law is virtually secured. The higher levels of value already established in Rio and Santos show the confidence of the Brazilians in the effect of the law. The prices at those places are far above the parity at New York. This is simply an anticipation of the extra export tax that will be imposed to compensate for the expense of upholding the new law. In Brazil, the market is strengthened by the fact that the consuming markets are now obliged to buy in Brazil on a large scale, so that Brazil is now in position to dictate values. Already force of necessity has resulted in a good trade at the advance. The strong elements of the present position can

Western Meat Company

Headquarters and General Offices

South San Francisco,

San Mateo County Cal.

Our Plant and Packing houses at South San Francisco, San Mateo County, and our branch houses at Oakland, Sacramento and San Jose are uninjured and are working under full pressure. We are filling San Francisco local orders from cars at Seventh and Harrison streets, San Francisco.

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Sell your Specialties.

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be fully relied upon to sustain the market for the higher levels during the ensuing active trading period. In addition to this every possible accident would appear to be favorable to the coffee market and especially in Brazil. These facts should encourage every coffee merchant to keep his stock up. Two leading brands of package coffee have both advanced one cent per pound since our last report."

RICE.

San Francisco, Aug. 7.—M. Phillips & Co. report:

"The market on all grades of rice rules very firm owing to the fact that 50,000 sacks of rice were destroyed by fire in one of the largest rice mills in the South, located at Beaumont, Texas.

"Shipments of New Crop Island rice have started to arrive and are being offered to the trade as the best value that can be bought for the money today.

"China rice is very firm, as spot stocks are light and new crop shipments will not arrive until November.

"The market in general on all grades of rice remains steady and we look for prices to hold firm until the first of November, when new crop shipments are expected to arrive.

"It is too early to predict whether new crop goods will sell for any less than what rices are selling for today, as a great deal depends on conditions before the crops are harvested."

New York, N. Y., July 31.—Dan Talmage's Sons' Co. report:

"Market for the week has been active, demand coming both from out and in-town sources. Local buyers have exhibited more interest and have taken large lines of exceptionally good values. Stocks are fair, not over-well assorted, and prices are firm with hardening tendency. Advices from the South note improved demand on the Atlantic Coast. At New Orleans market is strong with limited offerings. The first New Crop was received yesterday—37 sacks of Rough—sold for $9 per sack. Milled turnout showed good grain; only fair color; style indifferent. The constant rains past thirty days, no doubt account for lack of style.

"In the interior—Southwest Louisiana and Texas—reports state that new crop is doing well and if no untoward weather conditions prevail, and the late harvest is successfully accomplished, an average crop will no doubt be harvested. It is early to predict results, on account of the peculiar and unfavorable conditions surrounding the early season.

"Cables and correspondence from abroad note markets firm on both cargoes and cleaned. There is more inquiry for 'spot' cleaned."

FRUIT CROP CONDITIONS

The shortage in the California fruit crop is indicated by the shipments of green fruit. Up to July 14th of this year, a total of 923 cars had been shipped as against 1,513 cars at the same date last year.

Los Gatos, Cal., July 16. J. J. Shaner reports: "Apricots have been bought, shipped and canned, but few have been dried. What have been dried are being bought up at from 15c to 18c per lb. If I were in the East I could not believe that the crop could be so light. Peaches are on the advance; 9c to 10c is being paid for dried, orchard run, and peaches are not ripe yet. Canners are paying $27.50 to $30 per ton for canning frees, and $60 for clings per ton.

"Canners are paying $42.50 for pears.

"Plums are being bought for export to England at $30 to $40 per ton.

"Dryers are paying $25 to $40 per

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

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ton for ripe prunes for drying purposes, but few have been sold. Sales have been made by the growers to packers at 2½c to 2¾c bag basis, packers furnishing sacks. There has been some damage by the sun, but it will not amount to much."

Atlanta, Ga., July 15.—State Entomologist R. I. Smith reports that the peach crop of that State will be 3,500 carloads this year. This exceeds 1905 by 1,000 cars, but is 1,000 cars less than 1904.

Chicago, Ill., July 23.—Herbert W. Smith Co. report:

"Evaporated apples and raspberries are practically cleaned up. Spot stocks of raisins and prunes are not large. The same is true of apricots and peaches. High prices have restricted consumption. The goods now in sight will therefore probably last until new arrive. Future raisins and prunes are being offered at moderate prices."

PRUNES.

San Jose, Cal., July 27.—Wm. A. Higgins, president of the Dried Fruit Association of New York, who is now in this city investigating fruit conditions in an interview with the "Herald," says:

"Prunes opened on a three cent basis this season, but have since declined to 2½ cents basis, and future prices will depend upon what surplus remains after buyers' requirements are supplied. The prune crops in Servia, Bosnia and France will be heavy, and the productions of apples and peaches in the East will be better than last year."

RAISINS.

Offerings of 1906 crop California seeded raisins are quoted for October shipment from the Coast by representatives of certain California packers at 5¼c for choice and 5½c for fancy in 1-lb. cartons f. o. b. coast. It is claimed by good authorities that the packers are "selling short" goods they have not got in order to bring down prices so that they can buy from the growers for less than the 3¼c basis established by the California Fruit Canners' Association, whose price is 6c for choice seeded. As the low offerings come at a time when there are reports of serious damage by sun scald, it would seem that the statement may have considerable foundation.

Lodi, Cal., July 27.—The excessively hot weather of Tuesday and Wednesday burned the grapes to a certain extent, but it is not believed that the damage will be very great.

New York, N. Y., July 20.—The Hills Bros. Co. report:

"Seeded, although very firmly held, remain unchanged. A higher basis is, however, bound to be reached, owing to light stocks. A few California 3-Crown, loose, offered at 6¾ cents."

DRIED APRICOTS.

Ventura, Cal., July 29.—Growers who had not contracted their crops early in the season, are holding their dried apricots at 15c per pound.

Ventura, Cal., July 28.—Apricots are firm and high. The buyers are not offering better than 13½ and 14 cents per pound and growers are not selling. It is reported that one lot of forty tons was sold the past week at 15 cents per pound.

Redlands, Cal., July 27.—The apricots in this district bought for drying brought $20 to $25 er ton with average of $25. This is about three times more than was paid last year. The cots taken by the canneries brought $35 to $40 per ton. Nearly all the peaches of this district will be canned. Very few will be dried.

EVAPORATED APPLES.

Sodus, N. Y., July 20.—A. B. Williams Fruit Co. report:

"I estimate the coming apple crop to be about 75 per cent of that of 1904."

Walcott, N. Y., July 21.—J. S. Tyrell reports:

"Some estimate the apple crop in this section as low as 40 to 50 per cent of the average. Others estimate it as high as 75 per cent. I think 60 to 65 per cent will be about fair."

ALMONDS.

New York, N. Y., July 29.—The Hills Bros. Co. report:

"Almonds of all sorts continue firmly held, Tarragonas especially so, and our quotation of 14½c is simply on a parity with the primary market. The stock remaining in Spain is very small and our friends advise us that the estimates of the coming crop have been considerably reduced, showing that the damage was greater than was at first expected."

PECANS.

San Antonio, Texas, July 27.—G. A. Duerler Mfg. Co. report:

"Present indications are that the yield of pecans will be a good average."

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ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

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THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS. . . . . .

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ALPINE EVAPORATED CREAM CO.

Temporary Office

922 Franklin Street, Oakland Factory: HOLLISTER, CAL.

BRAZIL NUTS.

St. Louis M., July 28.—The "Eli Grocer" says:

"Advices from Manaos, Brazil, state that the Brazil nut crop is practically all in and shows a 50 per cent shorage from last year. Prices quoted for prompt shipment figures on about the parity of 10¼c on mediums, cost laid down here."

PEANUTS.

Petersburg, Va., July 20.—E. A. Hartley & Bro. reports:

"We can only reiterate our previous views. There will be no possibility of any decline in Spanish shelled nuts. What few are left are in the hands of the cleaners, and they can easily carry the market to the highest limit. The growing crop is the poorest we have seen for years. The excessive rains, with the scarcity of labor, have placed the conditions far below an average yield. We advise all buyers to place their orders for all that business may require for the next three or four months."

OLIVES.

New York, N. Y., July 23.—The "Journal of Commerce" says:

"Advices from Seville say that owing to a prolonged period of extreme heat, there has been a considerable dropping of olives from the trees, and that whereas some weeks since an ordinary crop was promised that result can no longer be expected."

New York, N. Y., July 21.—Seville Packing Co. report:

"Cable reports from Seville, Spain, show that the early estimates of the crop are being diminished; there was an even chance at the beginning for a good crop of from 9,000 to 10,000 hogsheads merchantable queens, provided nothing unforseen occurred. At present writing these early estimates are being revised, and it now looks like an average to medium crop with fruit

running to small sizes on account of the large quantity of Sofairon olives which have developed. The market here has developed a firmer tone, and it would seem that prices for bulk fruit would go higher."

BEANS.

Chelsea, Mich., July 31.—J. P. Wood reports:

"Michigan stocks have not been so light since she became the banner bean State. I do not mean at this time of the year only, but at any time of the year. The growing crop is now in great need of good soaking rains. Another week of dry weather such as we have been having will do great damage."

CANNED FRUITS.

All prices have been withdrawn for the time being by the California Fruit Canners' Association. It is understood that they are largely oversold on some lines. It is natural that they should desire to adapt their offerings to conditions that have developed. At the present time, the matter of prices is wholly in the hands of the jobbers.

Anaheim, Cal., July 31.—The Orange County Preserving Co. fears that there will be a shortage of help this season the same as last year, which will result in curtailing the output.

ASPARAGUS.

Owing to the sudden melting of the snow in the mountains, and the consequent rising of the rivers, over 2,000 acres of asparagus lands were flooded. This decreased the pack very materially. The distribution of the pack is further complicated by the fact that no jobber wants to take a greater proportion than he can of the round tins.

CANNED TOMATOES.

Anaheim, Cal., July 31.—The Orange County Preserving Company has contracted for a large acreage of tomatoes at $7 per ton. It is too early to form an estimate of the output, as it may be affected by blight between now and the middle of next month.

Baltimore, Md., July 27.—The "Trade" reports:

"There has been a perfect deluge during the past week. The tomato crop in the Chesapeake region, which was almost ruined by the drought, is once more being almost ruined by too much wet. It is feared that numerous showers coming in the heat of the day will result in scalding of the tomato fields. Spot tomatoes have shown no further decline. No. 3 Standards are quoted at 75-77½c. The Syndicate is anxious about its holdings, which is estimated at from 750,000 to 1,250,000 cases. Jobbers are not disposed to help the Syndicate. When they can buy full Standards for 75c, season's delivery, they will not take any more goods at 75-85c than they need."

Aberdeen, Md., July 21.—Strasbaugh-Silver & Company report:

"Spot tomatoes are demoralized. Sales have been made as low as 75c delivery, New York. Were it not for unfavorable crop reports, the situation would be harder to size up. Frequent showers have injured the growing crop in all low ground sections. One packer reports that nearly all the fields within a radius of ten miles of his factory are from three to six inches under water. This packer, who had authorized sales at 75c, withdrew these instructions and offered to turn orders already booked over to others."

Baltimore, Md., July 21.—Thos. J. Meehan & Co. report:

"The price of spot tomatoes is back almost to the point where the upward movement started in the spring of last year. Normal conditions now prevail as far as trade generally is concerned. The holdings of the Syndicate are being distributed into channels where they will not be a menace to the market or a hindrance to trading in tomatoes along conservative and safe lines. That the existing conditions are really normal is shown by the fact that the prices for new pack have not been affected at all by the decline of spot goods. At any concession from the market prices of today, ready buyers are in sight willing to take on large quantities of future goods to cover their wants for the Fall trade. An advance in future prices would unquestionably cause liberal buying of spot goods."

CANNED CORN.

West Poland, Me., July 31.—E. M. Fernald reports:

"It is now certain that the acreage planted to corn is from 35 to 40 per cent less than the average and also that about 25 per cent of what has been planted will amount to nothing. All Maine packers are sold to the limit and no goods can be had at this time at any price. The Pure Food

A Summary of Bowser Advantages

ALL-METAL, UNBREAKABLE GALLON PUMP

GALVANIZED STEEL TANK

BRASS VALVES

SELF-MEASURING DEVICE

ANTI-DRIP NOZZLE

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Combined, they give you a **self-measuring, self-computing oil outfit,** with which, at one operation, you can pump and measure gallons, half-gallons or quarts as desired, directly into your customer's can, without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank, and just what quantity is emptied into it.

SEND FOR CATALOGUE

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

law is no doubt responsible for the phenomenal demand for Maine corn since goods packed in other States can no longer be put out under a Maine label."

Aberdeen, Md., July 21.—Strasbaugh-Silver & Co. report:

"Spot corn is considerably firmer. It is difficult to buy Shoe Peg varieties under 65c f. o. b. Prices on future corn have practically been withdrawn since frequent rains hve affected the corn in low lands and only high ground corn shows evidence of normal yield."

CANNED PEAS.

New York, N. Y., July 25.—The special correspondent of the "Trade" reports:

"The trade is waiting for definite advices regarding the Wisconsin pack. It was expected that this pack would be large enough to cover the deficiencies of the Eastern and Southern pack. Recent reports indicate a shortage there of at least 25 per cent in all grades."

CANNED SALMON.

The following official report of the 1906 salmon pack in the Bering Sea district, which was received from the North yesterday by the Alaska Packers' Association, shows a shortage of 224,000 cases over last year:

	Cases
Alaska Packers' Assn 6 cnries..	480,000
No. Alaska Salmon Co., 5 cnries	125,000
Alaska Fishermen's Pck Co., 1 can	53,000
Columbia River Pck's As., 1 can	43,500
Northwestern Fisheries, 1 can'y	38,500
Alaska Salmon Co., 1 cannery..	32,000
Naknek Packing Co, 1 cannery.	30,000
Union Packing Co., 1 cannery ..	10,000
Red Salmon Can. Co., 1 cannery	5,000
Total 1906 Bering Sea pack....	866,500
Total 1905 Bering Sea pack....	1,090,613
No. Brit. Columbia 1906 pack	299,000 cs
No. Brit. Columbia 1905 pack	290,234 cs

Sockeye run on Puget Sound and Fraser river very small.

The Columbia river 1906 pack is less than 1905. Total (probable) 1906 Pacific Coast salmon pack, 3,000,000 cases; same for 1905, 4,630,685 cases.

Portland, Or., July 30.—The run of fish during the past 48 hours has materially improved. The reports from up the river are also more encouraging. The quality of the fish still continues good.

Astoria, Or., July 30.—The Columbia river packers on Saturday night decided to raise the limit on cold storage fish from 25 to 28 pounds. This means that hereafter for fish of 28 lbs. or over 7c will be paid and 5c for fish under 28 lbs.

New York, N. Y., July 25.—The correspondent to the "Trade" reports:

"Hot weather has stimulated the spot demand, but buying is only for immediate necessities. Red Alaska continues strong but is moving in small orders."

AMERICAN SARDINES.

New York, N. Y., July 24.—B. O. Bowers Co. report:

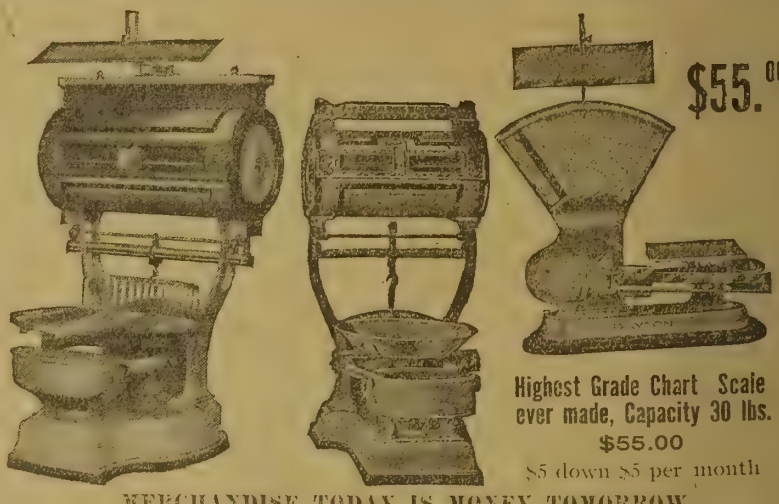
"The situation on American sardines remains unchanged. Factories are all idle on account of scarcity of fish, and the limited quantity of goods packed early in the season has been exhausted. Keyless ¼ oils are firm at $2.50; Key ¼ oils, $2.65; sanitary can, ½ mustards, 48 tins to the case, $2.05; sanitary can, ¾ mustards, 50 tins to the case, $2.15, f. o. b. Eastport, Me. An advance of 10 cents a case will be made on mustards within a very few days. What few old goods were carried over from last year have been disposed of, also most of the old stock held at various points throughout the United States."

New York, N. Y., July 24.—Jed Frye Co. report:

"Scarcity of fish and increased demand have forced the advance which was expected last week. It is difficult to tell how many goods can be furnished at the present price, as the apparent supply of fish is very light and with the approach of the cotton picking season throughout the South,

(Continued to page 24.)

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PICKLES,
CATSUP,
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OURS IS THE ONLY FACTORY IN FRISCO.
Reed Pickle Works
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Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
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CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

The Customer With a Grievance.

How to deal with a customer who cherishes a grievance, is a problem that is always recurring to salesmen in every line—and comparatively few have mastered the art of placating the injured one, satisfying him and increasing his trade, and at the same time defending their firm from unfair demands, says W. H. Wade in "Salesmanship."

This requires as much of the "velvet touch" as it takes to sell goods.

In many cases a complaint from a disatisfied customer can be turned to a good advantage, provided the man who complains has been sincere, but mistaken, in his ground for making it.

Always Be Conservative.

The salesman should take a conservative attitude until he has thoroughly investigated the cause of the trouble. If he launches immediately into assurances that the customer "must be mistaken," the latter, who feels certain for his part that there can be no mistake, considers that insult to his mental powers has been added to whatever injury he has sustained, or believes he has sustained. Besides being angry he then becomes obstinate, and more exorbitant in his demands for reparation. Under these circumstances, unless the salesman can promise to fulfill any unreasonable request, he is likely to lose a part or even all of his customer's trade.

In cases where the customer's grievance is purely imaginary, or where it is "faked" because he wants to get the goods off his hands—and these cases are rather more numerous than any others—the salesman should take a firm stand for the rights of the house.

Be Fair to the House.

It is poor policy to acquiesce in the customer's complaint when it is groundless, merely through fear of offending him and losing his patronage.

If he has made a mistake it will be apparent to him soner or later—at some time when the matter has blown over the salesman can depend upon being able to demonstrate the fact. Then his customer is bound to respect him for the stand he has taken, and will be ready usually to renew their business relation on a more substantial basis than before.

But if the salesman weakly sides in with the customer, believing that course is politic, he makes himself liable to criticism both from his house and from his customer, for when the latter finds out, as he is practically certain to do, that his claims were unfair, it will appear to him that the salesman is a weakling and the house he represents is poorly managed.

The manner in which some salesmen jump at the conclusion that the complaining customer must be always right and the house wrong, is a reflection either on their loyalty or business judgment.

A FULL LINE

of

GROCERIES

and

Dairy Produce

Butter, Cheese and Eggs,

Can Be Secured From

MORRIS BROS. & CO.

215-217 DRUMM ST.

SOUTHERN JOBBERS BUSY.

Wholesale Grocers of Los Angeles Profit by the Difficulties of San Francisco Merchants.

In a long article regarding the growth of wholesale business, the "Times" of Los Angeles, says:

"Persons in close touch with the trade state with authority that at least $5,000,000 in actual cash has gone into the wholesale trade of Los Angeles within the last year. This is not the capitalization of various concerns but is the actual money invested in the business. Some of it has been "turned over" more than once in that time.

"The membership of the Wholesalers' Board of Trade has nearly doubled within two years, and it is admitted that the membership yet is far short of the total number engaged in that branch of trade.

"Bradstreet's and Dun's agencies have increased their number of subscribers to a point far above former records.

Increased by the Disaster.

"The prosperous condition is attributed partly to the San Francisco disaster, much trade that formerly went there now coming here, while in some cases San Francisco wholesalers have established themselves anew in this city. But the growth in the wholesale trade of Los Angeles was great even before the northern disaster.

Trade Area Spreads.

"It used to be that Los Angeles wholesalers had little if any [illegible] north of Santa Barbara and [illegible] field. Those were the points at which they met the San Francisco traders on equal grounds so far as freight rates were concerned. There was brisk competition in those cities between Los Angeles and San Francisco merchants, with the latter possibly in the lead. Now those markets are practically open to Los Angeles, together with others farther north, a condition that is expected to continue at least until San Francisco is established.

Discriminates Against Coast.

"Wholesalers say they would get a larger share of Arizona business now than before if it were not for discriminating freight rates that make it possible for merchants in the Territory to obtain better results by dealing in Kansas City in preference to Los Angeles. It is said that San Francisco formerly had the Arizona field because its shippers could lay down goods at the buyers' door at a cost far less than that paid by Los Angeles shippers, although there is a difference of nearly 500 miles in favor of this city."

CREDIT MEN ON GUARD.

The welching insurance companies will have to answer to the Credit Men of the United States. At the Eleventh Annual Convention of the National Association of Credit Men a resolution was passed that the Association appoint a committee of five whose duty it shall be to inform themselves of the adjustments made by the various insurance companies carrying policies in San Francisco, to the end that this association may be fully informed as to the insurance companies which deal justly and liberally with the people of San Francisco in the adjustment of their losses. The convention passed the following resolution:

"RESOLVED, That each committee after such adjustments have been made, report its findings to the Association, and that a copy of such findings be sent to every association of credit men in the United States, that credit may be given to those companies to whom credit is due for just and prompt adjustments."

ROBBINS STARTS AGAIN.

R. H. Robbins, the well-known [illegible] who made "Pearl Hominy" mush one of the big staples of San Francisco, is to start in the meal business again shortly. [illegible] and will probably be in full [illegible] by October 1st. It will be [illegible] that Mr. Robbins and [illegible] Pearl Hominy are coming back to San Francisco after an absence of five years. That time is now [illegible] and Mr. Robbins will once more [illegible] the old [illegible]

ARIZONA.

Douglas.—Fire destroyed the Green Front grocery store and its contents Thursday, July 19th.

Clifton.— The McDowell grocery store on Chase Creek has been sold to Hallet Neff. Mr. McDowell will open a new and larger store in the same locality.

Lowell.—J. B. Gillespie, head of the grocery department of the Copper Queen Mining Company's general store, has returned from Tennessee, where he was married several weeks ago.

IDAHO.

Lewiston.—W. Hicks has bought Dan Caffery's grocery.

Boise.—The Red Front Grocery, formerly owned by E. E. Garrett, has been bought by D. M. Cox.

Wallace.—James A. Allen has bought for $6,500 the building occupied by the State Bank of Commerce for his grocery business.

Nampa.—The Idaho Grocery Co. has commenced business.

Pocatello.—P. Hanson has purchased Mrs. I. Rademacher's grocery store.

BRITISH COLUMBIA.

Vancouver.—H. A. Howell & Co., grocers, reported dissolved partnership.

GROCERY MARKETS.

(Continued from page 22.)

there is bound to be a much larger demand for spot shipments."

CANNED OYSTERS.

Baltimore, Md., July 21.—D. E. Foote & Co. report:

"Oysters are getting scarcer day by day. The regular jobbing orders received daily are wearing down the stock."

CANNED LOBSTERS.

New York, N. Y., July 23.—The "Journal of Commerce" says:

"The lobster pack is said to be one of the shortest known in recent years."

FISH.

New York, N. Y., July 31.—Strohmeyer & Arpe Co. report:

Herrings.—In Holland the catch is rather poor so far and prices very high. None have been imported yet. In Scotland the catch is fair, but quality of the herrings is not satisfactory. East Coast fishing should soon begin and this will show better quality. The fishing of herrings on the Norwegian Coast has not begun yet.

Mackerel.—Irish Mackerel are in fair demand for good quality. Shipments arriving of new fish show fairly good color, but not fat.

New Norway Mackerel. We have on the way two shipments and this is the first time in many years that we have Norway mackerel as early as this.

Imported Sardines. Catch in France is a total failure so far and prices advancing all along the line.

Sprats.—Are scarce and gradually clearing and prices have advanced very materially and are going still higher as new catch cannot be expected before the end of the year.

Norway Smoked Sardines.—The fish caught is very fine, but the quantity is not as large as usual. It looks as if prices will go higher.

Olive Oil.—Prices have also advanced. The producers of the "Re Umberto" Brand, the standard brand of oil all through Italy have advanced their prices 10c per gallon and they cable that further advances are in sight.

SPICES.

New York, N. Y., July 24.—John Clarke reports:

"The market is steady, with more general inquiry from all sections, as the season of heavy consuming demand approaches. There will probably be considerable trading in August, with sharp advances."

HAY.

Somers & Co, report under date of July 31:

"There has been a decided diminution in hay shipments to market during the past week, owing to the fact that the S. P. Co. has adopted the radical method of clearing their freight yards here by bringing very few cars to market. We find the local situation strong, and with large quantities of hay awaiting shipment at many points. Already the season is growing late, and from present indications it does not seem possible to market or house all the crop before the early rains. Active purchasing throughout the country has ceased somewhat, for it seems useless to continue buying with transportation facilities so badly tangled as they are at the moment. Although everyone seems to be anticipating a decline in prices, yet it may be that no heavy shipments will be brought in to affect th epresent range. We can report no particular change in quotations, for all arrivals are taken at the old prices, with the choicer grades in especially good demand. We quote today as follows:

Choice wheat hay	$16.50	to	$17.50
Good wheat hay	13.50	to	14.50
Other grades same	10.00	to	12.00
Wheat and oat	10.00	to	12.00
Tame oat	9.00	to	12.00
Wild oat	8.00	to	11.50
Alfalfa	7.00	to	11.00
Straw, per bale	.50	to	.50

Establish New Branch.

The American Chicle Co., wholesale gum dealers, are opening a branch at Portland.

SNIDER'S

Catsup-Free Deal

Will be Declared off
Earlier this year.

The greatly increased sales make this necessary.

Most of the wise Grocers have already placed their orders.

Are you one of the wise ones? If not —Get wise.

ORDER today—Six ways to ORDER.

Snider's has the greatest sale in the world.

You cannot get too much Snider's.

Snider's on your shelves is as good as sold.

You cannot say this of any other catsup.

Snider's is by far the best.

Remember you take no chances with Snider's.

Snider's is unconditionally Guaranteed.

Send us your order and the name of your Jobber.

John H. Spohn Co., Agents,
Temporary Address
50-52 Clay St. San Francisco

San Francisco, Cal., July 25, 1906.

To the Trade:

We are pleased to inform you that we are now permanently located in our new building,

N. W. COR. FRONT & SACRAMENTO STS.

KNOWN AS 301-303 FRONT ST.,

where we will be pleased to meet our friends and customers.

Soliciting your future patronage, we remain for **Greater San Francisco.**

Very respectfully,

LOS ANGELES SOAP CO.

A PICNIC WINDOW.

A Chance for the Grocer to Get Away From the Ancient Pyramids of Canned Goods.

A striking grocery window can be made by setting an attractive picnic lunch. A table cloth should be placed on the floor, which, if a really artistic effect is desired, should be covered with sod.

Enough sod can be secured with very little trauble and almost no expense.

Upon this table cloth should be placed plates, knives, forks, spoons and tin cups, and several baskets and hampers should be placed nearby, to look as if the "spread" had just been taken out of them. Displayed on the plates and the table cloth should be a delicious picnic lunch, consisting of sardines, olives, potted and deviled meats, pickles, fruit and all kinds of picnic dainties, with several loaves of bread and some cake.

If the cans containing the potted meats are opened and the contents temptingly displayed on plates the effect will be enhanced.

There is no reason why the grocer should not do something with his window once in a while, in place of arranging the ancient an duninteresting pyramids of canned gods.

A SPECIALTY WINDOW

Make the central figure of the window a group of the articles necessary for the making of some standard delicacy, such as an apple pie, a cake, a pudding, a loaf of bread or a strawberry shortcake. These should be shown in the exact amounts necessary and may be tastefully arranged on small dishes or on sheets of immaculate white paper. With them should be a large card bearing the legend, "A Real, Old Fashioned Aplpe Pie," "A Cake Like Mother Used to Make," "A real Short Cake," etc.

The buying of coffee is largely a matter of confidence in the seller. The average grocer is not a coffee expert, and he must rely on the honesty of the traveling man and the house he represents. When you get a good line, therefore, better stick to it. Never mind if another salesman comes along and says he can sell you exactly the same thing for two cents a pound less than you are paying. He will be willing to sell you an order or two to get your trade, but if he has perfectly matched the coffee that you were selling, it is likely that he will have to advance his figures eventually. The same is true of tea. The selection of a line is so much a matter of taste and there is so much in the blending of the different varieties that there is little to guide the grocer but the word of the wholesaler. Therefore pick out a good jobber or importer and stick to him as long as he treats you right.

GROCERS AS MINSTRELS

Cleveland, Ohio.—The Retai Grocers' Association has decided to hold a minstral show.

PURE FOOD DUE.

January 1st, 1907, Will See Enforcement of the National Law.

The following is a synopsis of leading features of the national pure food law which goes into effect, January 1, 1907.

General Provisions: The pure food law prohibits the manufacture, sale, delivery or shipment, or introduction into any state or territory or the District of Columbia, of adulterated, poisonous, or deleterious food, drugs, medicines, or liquors, and imposes a penalty for any violation of the law. It provides for making rules and regulations for executing the provisions of the act, requiring an examination of specimens of foods and drugs, and if the law be violated the offender will be proceeded against without delay in the courts.

Adulterations—If drugs differ from standards in strength, quality, or purity, which are fixed in the National Formulary, they will be held to be adulterate. Confectionary will be declared adulterated if it contain any ingredient or coloring matter deleterious or detremental to health. Foods will be considered adulterated if containing any substance injuriously affecting its quality or strength.

Preservatives—Preservatives may be applied externally when [illegible] their removal are printed on the package.

Labels—Drugs or foods will be deemed misbranded if falsely described by their labels. Drugs in packages must bear a statement on the labels of the quantity or proportion of alcohol, morphine, opium, cocaine, or heroin alpha or beta coachaine chloroform, canabis indica, chloral hydrate, or any derivative thereof. The word "compound", "imitation," or "blend," must appear on mixed liquors, and only harmless coloring or flavoring ingredients can be used. False labeling of foods or drugs imported into the United States will prevent their admission.

Guaranty—The law also provides that a guaranty of purity will protect the holder from prosecution. It is not enough that the label bears the guaranty. The dealer must get a guaranty from the person from whom he buys. The wholesaler, in turn, can secure immunity by showing a guaranty of purity from the manufacturer.

GRAY, LANG & STROH.

This firm has secured quarters at 34 Clay street. The location is a center of jobbing activity now. They will complete moving from their Oakland offices by Monday, August 12th.

HAS LARGE OFFICES.

C. B. Jennings Co. are located in a large roomy ground floor office at 41 Clay street. They have been in San Francisco over three weeks now and boast the luxury of a telephone that works.

FRESH STOCK OF

NUTRITO

Just Arrived

Rochdale Wholesale Company

Distributing Agents

THIRD AND CENTER STS., OAKLAND, CAL

The Rothenberg Company

Formerly 117 Battery St.

San Francisco

TEMPORARY LOCATION

Seventh and Kranklin Streets, Oakland

GINGER ALE

BELFAST GINGER ALE CO.

D. STEIMKE & CO., Props

All Carbonated Beverages

Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...$	.80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Cal.

U. S. Metal Polish

POLISH	
Qts.	$7.70
Pts.	3.00
½ Pts.....	.90
PASTE	
1 lb.....	$3.00
½ lb.....	1.75
3 oz.....	.50

Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON.

Pacific Coast Agt., 2871 16th St., S. F.

For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

518 Eleventh St., Oakland, Cal.

AMUSEMENTS.

DAVIS THEATRE.

Crowded houses continue to reward the Davis Brothers for their progressiveness in securing Rice & Cady and Bobby North. The nonsense and the songs of "Fiddle-dee-dee" seem to be good for several weeks more yet. As long as the theatre-goers crowd the house, it will be continued. In Miss Glosz, this theatre has another strong attraction. The lady is both beautiful and sings well. The chorus is also attractive and well-trained.

THE ORPHEUM.

It has become the custom of people to say of the Orpheum show: "It's the greatest yet, this week." They seldom say: "It's fair." If they think that, they usually say: "It's rotten." The past few weeks the comment has been: "It's great. Novelty in every turn." The six widows supply interesting matter. Billy Van brings in a bunch of laughs. The whole bill is worth while.

THE CENTRAL.

If you cannot thrill at "The Black Flag" you had better consult a doctor, as there must be something the matter with you. The play abounds in intense situations and the company makes the most of them. Will Walling is to appear next week in "The New South." He was one of the Alcazar favorites and has also "made good in the East." Orral Humphreys, Miss Johns and Miss Waldrop are well cast this week. The management had intended to produce "The New South." It has done a very remarkable piece of work in giving such a complete and effective staging of "The Black Flag" on extremely short notice.

TO SELL OLIVE OIL.

Frank Wiggins Advises Growers to Begin Campaign of Education.

"The one trouble seems to be in the sportive grocery clerk's assurance that the foreign oil is much superior to California and much cheaper. The house wife is rather inclined to listen to the clerk, and it takes yards of talk to make her think otherwise." This is the way that Frank Wiggins manager of the Los Angeles Chamber of Commerce explains one of the chief troubles of the olive growers of California. He adds:

"Still, we are getting most favorable comments on everything we have, and think in time will have many a family using the products from California, who never before thought of asking for them."

The olive growers should use reputable trade papers like the "Advocate" to advise the grocers and the clerks of the reasons why their goods are worth more money.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

BAKER'S

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. Spohn Co., Agents. Ninth and West Sts., Oakland.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are U[illegible].

Sold by all Leading Grocers.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

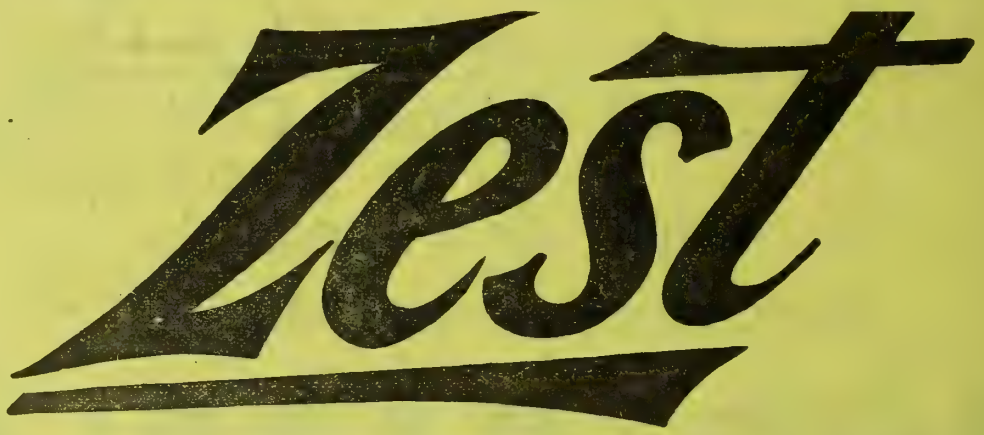
Always supply it and you
will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

GET THE RIGHT ONE

A big and profitable cereal business is yours if you will handle the right goods. The best proposition in ready-to-eat flaked wheat foods is



It is right all the time. It will be your best seller—from the time the first package goes over your counter. Zest is a food everybody likes. It is good to eat for every meal or between meals. The new standard size package retails at two for 25c. Try it.

Order a supply from your jobber today.

The American Cereal Company

Address, Chicago, U. S. A.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, AUG. 17, 1906. VOL. 11, NO. 32.



THE WIRELESS SYSTEM.

THE WIRELESS SYSTEM of telegraphy has DONE AWAY with the use of thousands of poles and countless miles of wire.

THE McCASKEY ACCOUNT REGISTER SYSTEM has eliminated the NERVE RACKING and BRAIN FAGGING work of **Keeping Accounts.**

It CUTS OUT all POSTING and COPYING.

It handles CREDIT SALES as fast as CASH SALES.

It takes care of EVERY DETAIL of your Business.

The ONLY COMPLETE ONE WRITING SYSTEM on the Market.

Are you satisfied with your present method?
Do you wish to know about THE McCLASKEY?
Our Catalogue is free.

"WE CAN SHOW YOU."

How a McCaskey Account Register quickly pays for itself and continually earns you a profit.

Very Truly Yours
W. A. HAWLEY, Sole Agent Pacific Coast.
1212 Gough St. San Francisco, Cal
Phone Emergency 101

Branch Agencies: Los Angeles, Cal.; Sacramento, Cal.; San Jose, Cal.; Portland, Ore.; Seattle, Wash.; Spokane, Wash.



The Original Powdered Stove Polish
Mixes with Water Instantly

ADVERTISED EVERYWHERE

OUR GUARANTEES:
To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.

PURE

We absolutely Guarantee the Quality of

CALIFORNIA

HOME BRAND

Pickles
Vinegar
Catsup
Etc.

Shipped Promptly from Present Stocks in any Quantity.

NO CHANGE IN PRICE

Write or Telephone

Pacific Vinegar and Pickle Works

Haywards, Cal.

M. J. B. COFFEE

Is now being distributed as heretofore

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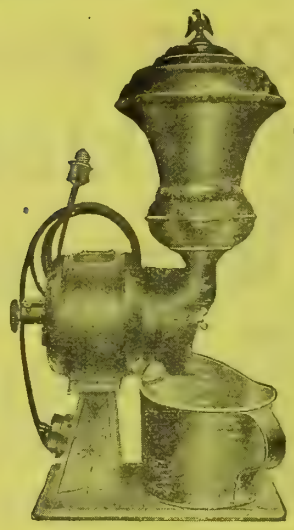
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Mission, near Spear St., San Francisco.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

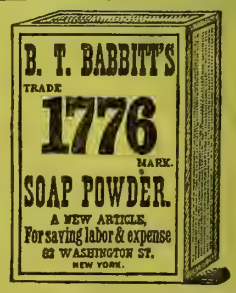


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

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R. A. Holcomb & Co., 1920 Sacramento
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 922 Franklin, Oakland.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 714 Broad&ay, Oakland.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland. 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

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Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 922 Franklin St., Oakland.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.,

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COFFEE, TEA ,ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

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Rathjens, P. F., 1315-1319 Pacific.
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ELECTRIC MILLS, ETC.

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Alpine, 958 Franklin St., Oakland.
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EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos, Cal.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weight," John J. Duffie, Agt., 1482 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 301-303 Front.
Babbitts Brands, C. B. Jennings Co., Agts., 41 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

STRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 2975 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative; 6th and Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 274.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

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NAPA CANNED FRUITS

FOSTER BROS. CO.



NAPA, CAL.

THESE ARE IN GREAT FAVOR WITH BUYERS. OUR WELL NURTURED VALLEY RESPONDS TO CULTURE BY SOLID, LUSCIOUS PRODUCTS, THE SUPREME EXCELLENCE OF WHICH GAINS FOR THEM A READY MARKET. THEY NEED NO AUXILIARY. PUT UP, SANS COLORING, SANS ACIDS, SANS EVERYTHING BUT THEIR ESSENTIAL PROPERTIES AND OUR STRAIGHT SYRUPS.

THEY'RE RANKED UNDER THAT LINE, OF WHICH PROF. LADD SAYS, "NEVER WAS THERE A TIME WHEN PACKERS TOOK SUCH PAINS IN STERILIZING THEIR FRUITS AS NOW."

WE'RE IN THE MIDST OF OUR SEASON'S PACK OF

Peaches, Pears, Plums.

SOON WE'LL BE FORGINGAHEAD ON

Apples and Tomatoes.

WHY HAS THE TOMATO SUCH POPULARITY? WHY SUCH AN ENORMOUS CONSUMPTION AT A PRODUCTIVE COST OF $25,000,000 YEARLY?

BECAUSE IT HAS GREAT POSSIBILITIES. AS CANNED, IT IS WONDERFULLY CONVENIENT AND RELISHED BY LABORER AND MAGNATE. IT IS APPETIZING, WHOLESOME, DELICIOUS.

Foster Bros. Co.

NAPA, CAL.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., AUG. 17., 1906, NOL. 11. NO. 32.

THE

RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

Important Meeting.

Every retail grocer in San Francisco should attend the meeting at the Temple Sherith Israel, California and Webster streets, on Tuesday evening, August 21st, in Judge Graham's Court room. The matter of **CLAIMS** against the authorities will be gone into.

Sugar—

Eastern authorities look for a continued strong market for some time to come, but without much advance.

Prunes—

Prices are very low. The fact that the whole country needs prunes and that their stocks are practically exhausted, means that when the packers have bought up the offerings of the "weak" growers, the market will stiffen considerably.

Dried Peaches—

The farmers are only getting 7½ to 8½c now where they were getting 10½c a month ago. Packers say prices will decline further.

Canned Peas—

Shortages in the East, in Wisconsin and in Europe are reported.

American Sardines—

There has been only half a pack to date and not enough time in the balance of the season to make up the shortage even if the fish did run well.

Walnuts—

The California crop will be decidedly heavy.

Almonds—

There has been a short crop in Europe as well as in California.

Canned Oysters—

New Orleans brokers report a shortage in the pack.

Grocers Want Profits.

Men Who Turned in Fair Bills Think Authorities Should Pay in Full.

by

J. J. Cusack.

Secretary Associated Retail Grocers.

During several weeks of work among the retail grocers of the city, I have found without exception, the members of the trade are awake to the necessity of securing a proper profit on the various staples.

Most of them have rendered their claims against the authorities for goods seized for the general relief. While some of them are satisfied, most of them turned in bills for less than the goods really cost them and they feel that they should be paid in full.

They also feel that they should be paid for liquors taken from their store rooms by the authorities.

A Dangerous Suggestion.

Several grocers have suggested that each member put up a forfeit and that prices be fixed on the various staples and if any member failed to maintain these prices that they be fined and the money taken from the amount they may have on deposit.

There are two objections to that mode of procedure. The first is that it would be an illegal conspiracy in restraint of trade and subject the members to the possibility of fine and damages should anyone feel they had been injured. The second is that all the cutting trade pirates would never enter into the combine and it would be very unwise policy to tie up the members of the Association to an agreement not to meet the prices of their direct competitors.

The grocers, however, have the right to refuse to handle goods that do not pay them a profit. If they unite in saying to any manufacturer that they will not handle his goods unless the goods pay them a profit, the manufacturer will either refuse to allow cutters to handle his goods or make them agree not to cut prices on them.

Policy Is in Practice

Manufacturers are maintaining prices in this way in Los Angeles, Seattle, Tacoma and other Pacific Coast cities. Many of them have stated that they desired to maintain prices in San Francisco, but have hesitated because the grocers were not prepared to back them up in case they should turn down the cutting trade pirate.

I am satisfied that the grocers are willing to support the manufacturers who support them and it would be my pleasure as well as my duty to help the members of our organization to help themselves in this particular.

Bread Abuses.

I find also that numerous grocers feel that they are not receiving sufficient consideration from the Master Bakers. Because the bakers are well organized they make what prices they see fit and the retail grocers have to pay those prices or do without bread.

This matter was once taken up in Los Angeles by the retail grocers. The bakers were well organized and cut the profits of the retail grocers to almost nothing. The retail grocers then prepared to unite in placing all their business with one particular bakery who was willing to accord them fair treatment. The result was that their rights were recognized. Not only did the Master Bakers give them a fair price, but they also agreed not to supply bread to grocers or other concerns handling bread if they cut the recognized retail price.

There is no reason why such an understanding should not be entered into with the bakers of San Francisco. It requires that the retail grocers should decide among themselves as to what they want to do and then to do it.

Watch Flour Prices.

I want to urge upon our members the necessity of informing me promptly if any of the trade cuts the prices fixed by the mills upon their standard brands of flour. All the mills have agreed to see that retail grocers shall maintain certain fair prices on their flour.

Our office is at 1714 Webster street, between Sutter and Bush streets. Phone is West 3067.

I hope that every grocer who may feel that he is suffering from trade conditions that might be corrected if the grocers were prepared to work together would ring me up. If I am not in the office at the time, an appointment can be made for the next day, which I will be glad to fill.

The next meeting of our organization will be held next Tuesday. We have been given the use of Judge Graham's Court room in the Temple Sherith Israel at the corner of Webster and Pine Sts. This is one block from the Fillmore St. cars and is easily accessible from any part of the city. I would urge that every member of our organization make a strong effort to attend this meeting in order that they may aid in perfecting the lines along which our work shall proceed.

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. Phone West 3067

GROCERS CLAIMS.

Dealers Must Act Together If They Expect to Secure Recognition of Their Rights.

When the question of paying the dealers for the goods taken from their stores for the general relief was taken up before the Executive Committee of the Relief Committee, Garrett McInerney stood out for the rights of the merchants of San Francisco. He said:

"The goods taken from the retail merchants were needed for general relief. They could not be secured from any other source at the time they were taken. These claims should be met and met as promptly as possible. If there is not enough money left over to build houses after the claims of the retail merchants have been settled, we had better go without the houses."

Numerous members of the Committee objected to the position taken by Mr. McInerney. In addition to the disadvantage of this proposition, there is the added unfortunate feature that J. Solomon and Fred Krueger have written to the Executive Committee insisting that the retail grocers are thoroughly satisfied with the treatment that have been accorded them and have no complaint to make regarding the amounts allowed them on their various claims.

In this respect, it is worthy of special note that the Executive Committee on Monday decided not to pay anything for the liquor that was taken by them from the various stores by the authorities.

Every grocer who feels that his claim was thoroughly just and worthy should attend the meeting of the Associated Retail Grocers, which is to be held Tuesday evening, August 21st, in Judge Graham's Court rooms in the Synagogue at the corner of California and Webster streets. If the grocers claim is not a just one, it will be a loss of time for him to attempt to secure a rehearing of his case. If the charge was warranted by the goods taken, and he has not received one hundred cents on the dollar for his claims, he should attend this meeting in order that plans may be made for the future.

GET TOGETHER, Ye Grocers!

FAVORS EARLY CLASING.

San Francisco, Aug. 14, 1906.

Editor Advocate: — Circumstances are now such that few stores can profitably remain open after 7 o'clock.

Of course, every dealer who does not give equal service with his competitor is likely to lose some trade. If all the association members acted together, however, stores would be closed with profit for the merchant and better living for his employes.

I would think the time is ripe for this movement. If the association would take the lead, I am satisfied that they could secure the co-operation of the various clerks' and drivers' unions to make it unprofitable for any dealer not to unite with us in this action which will tend to make it possible for the grocers of San Francisco to secure a little of the company of their families and to live, in a measure, like other decent citizens who work decent hours.

Yours very truly,

Joseph A. Stulz.

Advices from Europe are to the effect that the outlook for the coming walnut crop is not entirely satisfactory. Indications are that there will not be an average crop of Grenobles, Marbots and Cahors, owing to the drop in some sections. Charentes will not yield more than one-third of a crop and there will be no Pyranees. The shortage may be something like 25,000 bags.

AN ORIGINAL AD.

Steiner & Co. of Escondido are always original. Recently they hired a ladies' band to come from San Diego (35 miles away). There was a concert early in the evening and a dance later. The affair attracted people for miles around. One of the daily papers in writing of the event said:

"The Ladies' Concert Band of San Diego, gave an open air concert in front of Steiner & Co.'s big store last Saturday evening, and afterward gave a dance in Steiner Hall. The ladies, 14 in number, rendered excellent music, which was greatly appreciated by one of the largest crowds from the town and country that has assembled in Escondido for many a day. Mr. Steiner did everything possible for the convenience of the band and his guests, and promises a repetition of the program at intervals from this on."

THE FACT THAT MAPLEINE



Is sold in concentrated form, allowing the consumer to make her own syrup, makes a strong selling talk; for it is absolutely free from adulteration. Besides, your percentage of profit is greater than on Maple syrup sales. Mapleine produces a syrup BETTER than Maple.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco.

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA

Benicia.—D. J. Quinn has bought the interest of Mr. H. Gardiner in their grocery store. The firm is dissolved by mutual consent, Mr. Gardiner retiring and Mr. Quinn assuming complete control of the business.

Boulder Creek.—J. Wohlford has purchased the half interest of John J. Williams in the Star Grocery and on Aug. 1st. took possession of the business as sole proprietor.

Corona.—J. W. Veach, of the grocery firm of Veach & Son, has returned from Redlands and expresses himself as well pleased with the condition of business in Corona, and is enthusiastic over future possibilities.

Highland Park.—The Highland Park Grocery has installed an electric coffee grinder.

Oakland.—The Ludwig and Matthews Co. filed articles of incorporation to carry on a general grocery business in Oakland. The directors are Mrs. Freda Ehmann, C. W. Bolles, E. W. Ehmann, all of Oroville, and Charles Matthews of Oakland.

Porterville.—The Rochdale Wholesale Co., through their agent D. D. Smith, will establish a store in the new colony of Valencia and will erect a building.

Sacramento.—Pacific Grocery and Produce Co., have incorporated with a capital stock of $24,000; the directors are D. Dierssen, C. F. Dosch, L. S. Bar, A. H. Lindsay and A. B. Reynolds,

San Mateo.—J. J. Williams, C. E. Congdon and J. S. Lord have purchased the Garden grocery store.

San Mateo, Aug. 9.—At a session of the Board of Trustees the Floral City Grocery Co. requested a change in a town ordinance. The firm wanted to sell intoxicating liquors by the bottle over its counters. The request was granted.

San Pedro.— The Longshoremen's Union have completed arrangements for the opening of a grocery store. It is proposed to put $8,000 into the business, the profits to go to the union.

Santa Monica, Aug. 5.—Burglars entered the People's grocery store last night and carried off a little of everything the establishment contained. C. K. Towt, proprietor of the store, believes the job to be the work of professional thieves, but he is without any clue.

Watsonville.—L. D. McLean, the general manager of the Chas. Ford Co. and vice-president of the corporation, has resigned from both offices, to take effect on October 1st.

OREGON

Ashland.—A cash buyers' co-operative company has been organized. It will begin as a grocery, but the managers hope to make it a general store later. The board of directors are: S. J. Baily, C. W. Chattin, C. A. Neats, W. W. Hevener and W. S. Ball.

Astoria.—The Acme Grocery & Dairy Co. have incorporated with a capital stock of $25,000. The incorporators are Karl F. Johnson, B. J. Sloop, J. H. Jeffers and Albert K. Johnson.

Astoria.—The retail clerks' union report that all the merchants both small and large, have agreed to close at 6 o'clock p. m., with the exception of Saturdays.

Astoria.—Carl F. Johnson, grocery, dairy products, etc., has been incorporated.

Baker City.—W. J. Moella has purchased the grocery of Foster & Preston and will assume control about August 12.

Baker City.—E. H. Huffman, of the grocery firm of Baker & Huffman, is confined to his bed with an attack of typhoid fever.

Banks.—W. S. Atlee has started a general store.

Coquille.—Wm. H. Lyons and T. T. Lund have entered into a partnership for the purpose of engaging in the grocery and feed business.

Dayton.—Fire at Dayton last week caused small losses. Filer & Son, grocers were injured.

Dixonville.—J. L. Casebeer has purchased L. Smick's general store.

Echo.—S. Kiry will open a grocery store.

Eugene.—Nicklin & Neal have succeeded I. T. Nicklin, dry goods and groceries.

Marshfield.—Ivy Condron has disposed of his stock in the Pioneer Grocery Co. to A. G. Thrift.

Medford.—F. W. Gains has sold his grocery department to D. D. Sage.

Molalla.—Robbins Bros. have succeeded the Robbins Bros. Co., general store.

Ockley Green, Aug. 6.—H. G. Murphy, a grocer was swindled out of $20 by cashing a check during a rush for a man claiming to be a customer named Felix. Shortly afterwards Murphy examined the check. It was made out in lead pencil and to A. A. Phoenix.

Pendleton.—John Dyer, proprietor of the East End grocery was married to Miss Anna Probach.

Philomath.—L. W. Van Blaricum has sold his interest in the grocery firm of Pugsley & VanBlaricum to Arthur Pugsley, and the firm will hereafter be Pugsley & Son.

Portland.— Schloth & Landauer, grocers, have dissolved, Landauer continuing.

Portland.—Mr. Taylor is opening a grocery on Union avenue, close to Woodlawn.

Portland.—Mrs. Emma Holm has started a grocery.

Prairie City.—H. A. Faxon has purchased an interest in the general merchandise store of Taylor Bros.

Sams Valley.—E. W. Cooper will soon start a general store.

Tangent.--C. E. Power, general store is reported removing.

Warrenton.—H. H. Ingalls, of the grocery firm of Warren, Preston, & Ingalls, has sold his interest to B. F. Coffey, of storia.

Wold Creek.—W. P. Willis has sold his general store.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

IDAHO

Gifford.—Hobson & Chasteen have succeeded Smith & Hobson general merchants.

Howard.—Whitaker & Hale are opening a general store.

Marysville.—Green & Sprague have succeeded S. O. Green, general merchants.

Moscow.—S. Owings, grocer, and H. L. Lowenthal, salesman, were arrested for engaging in a fistic exhibition. Both promptly paid their fines.

Nampa.— G. J. Clarke has opened a grocery store.

Picabo.—Kilpatrick Bro's. general store burned last week.

Rathdrum.—Larsen Bros., general merchants, have dissolved partnership Louis Larsen continuing the business.

PRAISES THE OWL.

A business change of more than ordinary importance has just taken place, says the "Mail," of Stockton. The Owl Grocery has taken over the retail business and the quarters of Hedges, Buck & Company, on the corner of Sutter street and Weber avenue.

The business of the Owl Grocery, as conducted by Messrs. Campbell and Wakefield on the west side of the Plaza, has grown so under the careful management of these young men that they have become cramped for room and for some time have been looking for more commodious quarters.

With the increase in store space they will greatly add to their already first-class stock of groceries and delicacies and conduct a grocery business second to none.

They will take charge of the new quarters the first of September and give up their present quarters about a month later.

It is the intention of Hedges, Buck & Company to give up the retail business and devote themselves exclusively to the wholesale business in the future, occupying stores in the rear of their present quarters.

By square dealing and courteous treatment Messrs. Campbell and Wakefield have built up a big trade. In their new location they will doubtless further augment this large clientage of customers, as the good will of the other firm goes with the deal.

MAKE GOOD SHOWING.

The John H. Spohn Co. have got well located at their new offices, 50-52 Clay street, and are now busy visiting the trade in the interest of the various lines represented by them on this Coast.

They report continued big sales of Carnation Cream, which for years has been the leader here in this line.

Sales are heavy under the Snider Catsup free deal, which is liable to expire at any day. Under this deal the profit is so great that every grocer should promptly avail himself of its advantages by laying in a stock sufficient to last for a year to come.

ACTIVE BUSINESS MEN.

The Board of Trade of South San Francisco, which is one of the baby trade organizations of the State, is a husky youngster. In an account of a recent meeting, the "Enterprise" of that city reports numerous new buildings going up and adds:

"The advertising committee reported its conclusions and recommendations with regard to securing for South San Francisco a liberal amount of space in the proposed Peninsular Edition of the San Francisco "News Letter." The advertising committee was requested to make a thorough canvass of the town and its factories for subscriptions to secure liberal space in the special Peninsular Edition of the "News Letter." The committee will call on every citizen, firm, and factory and hopes to be able to arrange for a good writeup.

"It was resolved that the suppression of the dog nuisance be made a special subject at the meeting of the board on next Wednesday."

TO KEEP SAUERKRAUT.

Most retail grocers keep their kraut in a barrel, covered with a board, on which they place a stone. With this scheme both the board and the stone have to be lifted out every time a sale is made. This involves a lot of work.

A better plan is to use a stone crock which about fits in the barrel. Between the crock and the barrel there is only about enough margin to enable the crock to be easily lifted in and out. In the morning about enough kraut to last through the day is transferred to the crock, and the latter is then lifted in the barrel and takes the place of the board and the stone. The crock has a lid and when an order is obtained enough is taken from the crock to fill it.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumfbrd, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

SYMPATHY FROM AUSTRALIA.

Brisbane, Australia, July 17, 1906.—A. H. Powers, Esq., Editor "Retail Grocers' Advocate, San Francisco, Calif.,

Dear Sir:—Enclosed please find money order for the sum of 12s. 6d., being my subscription to your journal from to November 1, 1906.

Allow me to sympathize with you in the terrible disaster which befell your fair city. It must have been a very trying time for you and I trust that out of the ruins there may rise a more prosperous city than before existed.

Wishing you every success in your efforts in assisting the grocers of your State, I beg to remain,

Yours faithfully,
D. S. Earle,
Secretary Brisbane Traders' Association.

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

ALWAYS WATCHFUL.

It has only been by constant watchfulness and the courage to maintain its promises that "Sapolio" has secured the maintainance its contracts. The following self-explanatory letters help to show why the trade should push "Sapolio" before every other scouring soap:

Temporary Office, Palo Alto, Cal., Aug. 13, 1906.

Mr. Frank B. Connolly, State Grocers' Association, San Francisco, Cal.

Dear Sir:—I enclose you a copy of a letter sent to each wholesale grocer in San Francisco. Yours very truly,
J. P. Gillespie.

Palo Alto, August 13, 1906.

Gentlemen—I wish to call your attention to the fact that your contract with Enoch Morgans Sons Co. is still in force, and to remind you that to sell the Emporium either directly or indirectly is a violation of the same.

To sell the James Force Co. directly or indirectly, or to fill orders through them for their clients is also a violation of the contract.

Pragers is under the ban, also the Broadway Department Store of Los Angeles. Yours very truly,
ENOCH MORGANS' SONS CO.

The trouble with the man who never makes mistakes in that he doesn't know a mistake when he makes one. He who never makes a mistake never makes anything. The only crime in making a mistake is making the same one twice. Wise men make mistakes; fools continue to make mistakes. A thought of one's own mistakes will soften criticism of others' mistakes.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Best People On Earth

EAT

Best Prunes On Earth

FROM

Best Place On Earth

Los Gatos Cured Fruit Company

Growers and Packers

Fancy Santa Clara Valley Prunes

DIRECT
From Orchard where
GROWN
to the
DEALER

Los Gatos, California.

Write for prices. We guarantee satisfaction in every respect. Give us a trial order.

We will sell it to you at the right price.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.
First Vice-President, Geo. B. Doyle.
Second Vice-President, J. S. Irvine.
Treasurer, J. F. Schomer.
Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.
Secretary, Frank B. Connolly.

ASSOCIATION NEWS.

HOTELS AND RESTAURANTS.

All Classed as Consumers by the St. Louis Retail Grocers.

No matter what sized hotels, restaurants or boarding houses may be, they are classed by the members of the St. Louis Retail Grocers' Association as "consumers." It was only after a lengthy discussion that a decision was reached, but now that the St. Louis retailers have settled the matter to their own satisfaction they will lose no time in notifying the wholesale grocers of that city that sales to any of these will be regarded as infringing on the rights of the retailer, who will no doubt promptly make his displeasure known.

During the debate preceding the decision to class all hotels, restaurants, boarding houses, etc., as consumers, several interesting stories were told, one of them being how a certain wholesaler had taken the custom of a restaurant away from a retailer, and another member of the association told of a retail grocer who had been deprived by a jobber of a patron whose custom amounted to about $1 000 annually.

CARDS FOR CUSTOMERS.

Some of the Indiana retailers have decided that the dead beat must go. They have supported him and his family so long, unable to reach him through garnishee proceedings, that they have taken mattters into their own hands and will make the beat hump himself to get credit.

The first step was the formation of an association, and every member will furnish his good pay customers with credit cards. A citizen changes his place of abode, and he takes to his new location, a card that is an open sesame to accommodations at any association store in his vicinity.

If the card is not forthcoming, the credit will be refused. There is a penalty clause in the agreement between the grocers and the beats will find it hard work to win out against such a combination.

It is stated on good authority that another advance in the price of domestic sardines will be made by the packers. The advance is expected to be 5c a case on key 1-4-oils, 10c a case on keyless 1-4-oils and 5c a case on key 1-4-mustards. The stock of 3-4-mustard sardines is extremely light, both in the hands of packers and jobbers.

SHOW THE GOODS.

The goods that have an appetizing appearance should be shown.

The label work sometimes reveals more tempting views of what first class articles of diet ought to look like, than could be shown even though can or carton were opened and the contents exposed. Generally speaking, the goods are more attractive than the packages and labels, when the goods belong to the edible class.

It is a promising augury of the future of the grocery business that the show case and glass-fronted refrigerator should be coming more and more into use.

Delicatessen supplies, fresh meats and dairy products are salable on sight when they look nice and fresh. In these days of scientific refrigeration, it is comparatively easy to show the goods and keep them fresh.

A pound of foodstuff in the refrigerated show case is worth two pounds hidden away in the ice-box, so far as selling qualities are concerned.

HARRY UNNA CO.

REMOVED TO

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH
One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

FREE DEAL

Blue Label Ketchup

Dealers who have not already placed their orders for Blue Label Ketchup through the representative of the Fred. F. Hobbs Co., should not delay placing their orders for future delivery. If you will drop us a postal we will have one of our salesmen call on you so that you can fill out your order to be shipped through any jobber you may select.

All orders placed with us for future delivery entitle you to 50 cents per case rebate on pints and 25 cents per case on half-pints and quarts.

Remember Curtice Bros. **Blue Label Katchup** is packed 25 pints and 25 half-pints to a case. This secures you an additional profit.

FRED F. HOBBS CO.

NORTHERN CALIFORNIA REPRESENTATIVES

Temporary office, 922 Franklin Street . . . Oakland

Phone 6319

FIRE INSURANCE.

Data About the Companies, Showing Those that Are Paying Losses.

The **Advocate** would ask all its exchanges to print the following lists of fire insurance companies for the benefit of their merchant readers. A company that fails to pay its losses in San Francisco will not pay them elsewhere. Insurance that don't insure is too expensive for a merchant to indulge in.

Gilt Edge.

The following is a list of the companies that are making honorable settlements. All companies listed below have adjusted their losses on a business basis and, while a few are said to be exacting liberal discounts for immediate cash settlements, they are not considered as acting unfairly:

Aetna.
Agricultural.
Alliance of Philadelphia.
American Central.
Atlas.
California.
Caledonian.
Connecticut.
Continental.
German-American.
German Alliance.
Glenns Falls.
Hartford.
Home of N. Y.
Insurance Company of North America.
Law Union & Crown.
Liverpool and London and Globe.
London Assurance.
Mercantile.
New Hampshire.
New York Underwriters.
New Zealand.
Niagara.
Northern of London.
North British & Mercantile.
Pelican.
Pennsylvania.
Phoenix of London.
Queen.
Royal.
Scottish Union & National.
Springfield.
St. Paul.
Sun of London.
Union of London.
Victoria.

The 75 Per Centers.

The following companies are having losses but are paying 75 per cent or more:

Aachen & Munich.
American of New Jersey.
Assurance Company of America.
Austin of Texas.
British-America.
Buffalo-German.
Concordia.
Delaware.
Eagle.
English-American Underwriters.
Fire Association of Philaedlphia.
Franklin.
Germania.
Hamburg-Bremen.
Hanover.
London & Lancashire.
National Union of Pittsburg.
National of Hartford.
North-Western National.
Orient.
Philadelphia Underwriters.
Phenix of Brooklyn.
Phoenix of Hartford.
Providence-Washington.
Prussian National.
Rochester-German.
Royal Exchange.
State.
Svea.
Union of Philadelphia.
United Firemen's.
Western of Toronto.
Westchester.

Make Small Settlements.

The following companies are offering to pay less than 75 per cent:

American of Boston.
American of Philadelphia.
Dutchess.
Federal.
German of Freeport.
German of Peoria.
German-National.
Girard.
Nassau.
New York of N. Y.
North River.
Spring Garden.

Admit No Liability.

The following companies decline to recognize any liability whatever:

Alliance.
Austrian-Phoenix.
Commercial-Union.
North German of Hamburg.
North German of N. Y.
Norwich Union.
Indemnity.
Palatine.
Rhine & Moselle.
Trans-atlantic.
Williamsburg City.

Postponing Settlements.

The following companies have postponed settlements pending financial negotiations:

Calumet.
Firemen's Fund.
Home Fire & Marine.
Milwaukee Mechanics.
Pacific Underwriters.
Queen City.

Failures.

The following companies are in the hands of a receiver:

Nadus.
Security of Baltimore.

J. H. NEWBAUER & CO.

Importers and Wholesale

GROCERS

430-432 Fifth Street

P. O. Box 489 San Francisco.

The reorganization of our business has been rapid, and our deliveries are again assuming normal proportions. We are therefore prepared to fill orders for the general line of groceries, cigars and tobacco. Send us your orders, and same will have most careful attention

Watch us Grow!

PROFIT PROBLEM.

Plan of Pacific Coast Association For Helping the Manufacturer Protect Prices.

H. Hauch, of Alameda, secretary of the Pacific Coast Retail Grocers Association, is sending out to manufacturers the following self-explanatory letter:

Outline of Pacific Coast Plan To Bring About the Maintenance of Retail Prices—A Square Deal for the Retailer.

Notice.

To the Producer and Manufacturer —Gentlemen: The purpose of this article is to introduce to you the Pacific Coast Retail Grocers' Association and its plan of bettering the three great units in our line—the producer and manufacturer, the consumer and the distributor.

During its two years' existence we have formulated what is now known as the Pacific Coast plan of protecting the above interests, which is as follows:

That the producer and manufacturer shall make a fixed minimum consumer's price; that the manufacturer, in order to thoroughly and effectually place before the consuming public and distributors their wishes regarding the price which the manufacturer shall make to the consuming trade, is to place upon the outside of the case containing the said goods a paster with the following notice:

Notice.

The goods contained in this case are sold on the condition which is made a part of the consideration of the sale, that the purchaser, if he retails them, will maintain our fixed retail price on these goods, and if he wholesales them, he will sell them subject to the same condition.. The acceptance of these goods is sufficient evidence that the purchaser is familiar with these conditions, and will abide by our requirements.

(Name of article.)

Our fixed retail price on ..... for the Pacific Coast is (Price of article.)

(Manufacturer's name.)

The plan also takes in the idea of a like notice inside each case, which might be used as an advertising card. Then the following letter to be sent to the jobbing trade:

To the Jobbing Trade of the Pacific Coast—Gentlemen. You are hereby notified that we have made a fixed retail selling price upon our product on the Pacific Coast, namely ..... and the goods that we sell and deliver to you are sold on the condition which is made a part of the consideration for the sale of these goods, that the purchaser if he retails them will maintain our fixed retail price on them, and that if he wholesales them he will sell them subject to the same condition. Your acceptance of these goods is sufficient eidence that you are familiar with the conditions and will abide by our requirements.

In order to lay a foundation for the proper protection of our rights, we will, upon being notified of a violation by registered letter direct from our head office on the violation, notifying them of our having established fixed retail prices on our goods, and that we have a legal right to do so, and that by their acts they are injuring our business and that in justice to all concerned they must maintain the prices in future.

..Our fixed retail price on the Pacific Coast for ..... is ..... Please notify all the trade that you sell in compliance with the above request. We ask you to acknolwedge the receipt of this leter. Yours truly, etc.

The following notice should be sent the association:

Pacific Coast Retail Grocers' Association—Gentlemen—In order that our goods may be retailed at a uniform and profitable price to the retail distributing trade we have established for the Pacific Coast the following prices: .....

and that there may be no question in regard to our having established such prices we have attached a notice to the outside of each case shipped to the Pacific Coast, and have also placed a selling card on the inside of each case, setting forth the price of the goods contained therein, reading as follows:

Notice.

The goods contained in this case are sold on the condition which is made a part of the consideration for the sale of these goods that the purchaser, if he retails them, will maintain our fixed retail price on them, and if he wholesales them, he will sell them subject to the same conditions. An acceptance of these goods is sufficient evidence that the purchaser is familiar with the conditions and will abide by our requirements.

We have also notified the jobbers of our having established the above prices, and will require them to sell the goods subject to our mentioned conditions.

In order to lay a foundation for the proper protection of our rights, we will, upon being notified of a violation of our prices, serve a written notice by registered letter on the violators ,notifying them of our having established fixed retail prices on our goods, and that we have a legal right so to do, and that by their acts they are injuring our business and that in justice to all concerned they must maintain the prices in the future.

We ask your acknowledgment of this letter so that we may know your members are familiar with the conditions and are willing to give us the proper support in the matter. Yours truly.

The Legal Status.

After careful consideration of this matter with our attorneys and the court decision in both State and Federal Courts, we believe that any manufacturer who places his fixed price absolutely before the two branches of the distributing trade can maintain it legally and surely he has the moral right to protect the retail trade who are distributing his goods, which protection is now afforded by but few of the manufacturers.

While this does not involve you in any legal controversy, unless you wish it, it does place you in a position where, if you choose, you can prohibit any pirate or illegitimate dealer from using your goods as an advertiser of his other wares. Can you afford to allow 1 per cent of the distributing trade to demoralize prices on your goods for his selfish end?

Each Article Should Pay.

We believe the time has come when goods should help defray the expenses burdens of distribution. We do not think that a proprietary brand of each line of goods should bear its own of distributing sugar, flour, packing-house products, coal oil, etc., which is done today. There are 186 advertised articles of food now upon the American market, or trademark articles. Probably but fifty of these are prominent and yours are one of them and are brought before the consumer's notice only to be sold at a price which bears no profit whatever to the ordinary distributor, either wholesale or retail.

This makes us reach out after other and new goods to displace advertised goods, therefore creating antagonism between the manufacturer and distributors, which we believe neutralizes at least 50 per cent value of the advertising. This should not be done, and would not be done if there was a reasonable and honest allowance made for the distribution on the part of the manufacturer and it is strictly within your province, both legally and morally, to allow this compensation. Will you do it?

Profitable Goods Win Out.

One prominent manufacturer has written us that the plan proposed is a sensible and honest one. The manufacturer who is making a positive profit to the distributor will win. The manufacturer who will not respond will find his goods upon the shelf regardless of how low a price he may make to the retail dealer. Following are two letters which have been given to the manufacturers by wholesale dealers where this plan has been in existence for the past two years and a half:

Has Improved Conditions

Los Angeles, Cal., January 10, 1905.—Los Angeles Retail Grocers' Association, 206 Pajo Bldg., City—Gentlemen: We, the undersigned wholesale grocers of Southern California, approve of the manufacturers' setting and maintaining the retail price upon their individual commodities, and appreciate the efforts of the Retail Grocers' Association in securing for the grocery trade of Southern California uniform and honest profits, and you can assure all manufacturers of our hearty support in their efforts to obliterate the dangerous and unsatisfactory price cutting.

The trade conditions have much improved, in our opinion, since the Retail Grocers' Association has carried out their plan of work.

We subscribe ourselves to all manufacturers. Yours truly,

Haas Baruch & Co.,
M. A. Newmark & Co.,
R. L. Craig & Co.,
United Wholesale Crockery Co.,
Stetson-Preston Co.

Los Angeles, Cal., July 28, 1905.—Pacific Coast Retail Grocers' Association and Southern California Retail Grocers' Association—Gentlemen: We heartily approve of the plan proposed by your two associations of having the manufacturers name a consumer's price. We believe it to be for the best interests of the consumer, the producer, as well as both branches of the distributing trade, that the manufacturer's retail price [illegible]

(Continued on page [illegible])

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Sell only the high grade goods.

Smile. It'll help your business.

To get more business, go after it.

Ask only a fair and reasonable profit.

There's a good demand now for olives.

Employ only affable and competent clerks.

Do business in a clean and attractive store.

Keep the store cool and clean in hot weather.

Ready-cooked foods ought to be good sellers now.

Bottled pickles are dear to the heart of the picnicker.

Swarming flies don't add to the attractiveness of the store.

A grocer must not be a dozer and he must not be a bull-dozer.

The seasonable goods are the easiest to sell and pay the best profits.

Be careful that you don't let your stock of crackers absorb moisture.

Study the markets, but remember that markets are hard to guess ahead.

The more dead beats that are exposed, the closer business gets on a cash basis.

Opening quotations on candied citron are considerably above last year's opening figures.

Set a good example for your clerks. Don't be indolent, careless, unless you want them to be.

Adertising space costs money. Don't waste it. Fill it with good talk about seasonable items.

Slow-pay customers must be watched carefully. Don't let them become no-pay customers.

We have the horseless carriage, the smokeless smokestack and the pay-less insurance companies.

It is a mistake to believe that well-to-do people do not care for bargains. They do if they are legitimate.

Coffee from Brazil may no longer be labeled Java when the pure food law of the nation goes into effect.

Picnic parties consume a lot of such products as bottled olives and pickles, mustard, sardines, potted meats.

Late advices from Italy say there is a promise of a smaller crop of olive oil this season. Quality is expected to be good.

The cash system of doing a retail business saves an awful lot of worry. Sales are less, usually, but not necessarily the profits.

You wouldn't have a leaky bucket about your establishment, or at least you would solder up the hole. How about the leaks in your business?

There is no magic in writing advertising. Just try to describe your goods, briefly. Tell why they are good or better than others are handling.

Can't you make Saturday business a little larger? It's a good plan to advertise a few Saturday bargains, anything to get people into the store.

It pays to keep the grocery store looking well. We can hardly recall a single successful merchant whose premises had a tumbled down appearance.

Reports coming from all almond producing countries indicate a short crop this year, and, as a consequence, prices, especially on imported varieties, are very firm.

If you cannot do a cash business, do a safe credit business, indicating the length of time before the obligation must be cancelled, arranging a rate of interest, etc.

Candy sells well in summer, all the year round for that matter, though apparently there are retailers who "haven't time" to make money running a candy department.

Tea is tea, but some of it drinks like dish-water. Would not the introduction of teas with more character than the milder Chinese and Japans help the consumption of the article?

When you see a merchant retired from business with comfortable means you can just bet that during his business career he always tried to get a profit on everything he sold.

You need your capital in your business, or if not, then it should be where it would be adding to your income. Get it off the books. Make the slow-pay people come to the scratch.

It is good policy to give the shopper plenty of time to explain just what

Carnation Cream Sales

SALES

Continue to Grow

EVERYBODY WANTS

Carnation Quality

TAKE NO CHANCES — SELL

CARNATION

AND BE THE MODERN MILKMAN

PACIFFIC COAST CONDENSED MILK CO

Manufactures, Seattle, Wash.

JOHN H. SPOHN CO., Agents,

50-52 Clay Street.

San Francisco, Cal.

she wants. You may know exactly, but the fact that you anticipate might lose you the trade of a finicky person.

Put your honesty back of your goods. Live up to your reputation. Apologies are all right in their place, but they are better avoided, although necessary under certain circumstances.

Do not trust to verbal statements made by agents; put on record in writing and keep a copy of your letters. This will prevent misunderstanding and thus save a lot of trouble.

When flies are allowed to alight on the cheese it means smaller sales of the article. People nowadays are too critical to care to eat cheese that has served as a playground for a swarm of filthy flies.

Be omnipresent in your establishment, keeping the entire store and its workings under your eye. It is well enough to give attention to details, but your time is too valuable to use it for carrying out unimportant matters.

Retail storekeepers will find it a great saving if they take advantage of as many discounts as possible. In the aggregate discounts figure as much and even more than other profits, and they amount to the same thing.

"Snaps" and "job lots" are a good thing sometimes. It is a good idea for the storekeeper to see that the goods are not so poor as to work possible injury to his trade by giving customers the idea that he is a handler of goods of inferior quality.

A customer that has to be bribed to buy of you by "cut prices" rarely stays with you unless you continue to feed him bribes. The customer that you gain by the use of quality, courtesy and fair treatment sticks while you employ such methods, and he pays you for letting him trade with you.

It is as important to have 'Invitation' written all over the outside of your shop as to have fresh goods, new styles and brightness inside. People must see the outside; you've got to get them inside. So make the first impression good, and it will count in your favor when money is being spent.

Credit business is done to the limit in this country. More money is lost by retailers through bad accounts than in all other ways combined. However, the slow-pay fellows can be made to settle up if gone after in the right way, and it is to the merchant's interest to go after them in just that way.

Sticking to a good line of teas and coffees will keep a grocer out of many difficulties. If every merchant were a first class judge of teas and coffees he would be safe in "shopping around," but as most grocers are not experts in this line it pays better to leave it to a good wholesale house,—one that can be trusted.

If an egg is held up between the hands before a light in a dark room, the air space at the broad end can be easily discerned. In a perfectly fresh egg, the air space is very small, but as the age increases it extends, until when the egg is three weeks old the air space occupies about one-sixth of the entire egg.

Canned corn is gradually but surely crawling up higher in the markets. No offerings of desirable full standard lots of corn of the last pack are to be found under 55c per dozen f. o. b. cannery and most packers hold firm at 57½c, while all the best packers are asking 60 cents for new pack future delivery.

The merchant who has been doing a credit business has his choice whether to allow the book accounts which he has accumulated in the course of time to remain or to have them squared up. Old accounts unpaid mean that a lot of capital is tied up and useless, much of it a sure loss. Get after the delinquents.

How many dollars have you got on your books in old accounts that you have about given up all hope of ever collecting? Nearly every grocer who does a credit business has more of his capital invested in old debts than he ought to have, or than he need have, if he will only go after the delinquents in the right way. They can be made to come around and square up all right, but it takes a lot of persistent hammering.

Peters Bros., Baltz & Dittman
PROPRIETORS
The California Brewing Company
DOUGLAS ST., Between 17th and 18th, San Francisco, Cal.

Scheer, Morehouse & Grandi,
Commission Merchants
Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.
Shippers please send all consignments to San Francisco, foot of Spear St.

Dodge-Sweeney & Co.
Hathaway Wharf, San Francisco
FOUR BLOCKS SOUTH
FROM FERRY DEPOT
Shippers please send all consignments to San Francisco unless otherwise requested

KELLY-CLARKE CO.
23 Market St., San Francisco
Now have in warehouse in San Francisco—
IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTER & GAMBLE CANDIES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

PROFIT PROBLEM.

(Continued from page 13.)

retail prices are not being adhered to, because the retail prices made by the manufacturers are not thoroughly understood by the dealers and public in general, therefore we would consider it a privilege and a pleasure to assist in the general distribution of these prices to all the trade, and if you will furnish us with a list of the goods and the prices established thereon by the manufacturers we will keep this list immediately before ourselves and our salesmen, and furnish it to all dealers buying goods from us, that these established prices shall become familiar to the old trade as well as the new buying gods from us, and we will assure the manufacturers who may establish a retail price that we will give them our hearty support in causing the prices to be strictly adhered to.

Haas, Baruch & Co.,
M. A. Newmark & Co.,
R. L. Craig & Co.,
United Wholesale Grocery Co.,
Stetson-Preston Co.

Retailer Controls Distribution.

You can readily understand that the jobber must be, if successful, an unprejudiced distributor of goods. That is, he must carry whatever the consumer, through the retailer, calls for. The retailer is, to a large extent, a prejudiced distributor. He can urge [illegible] because he [illegible] [illegible] [illegible]

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

The Western Sugar Refining Co. and the California & Hawaiian Co. are selling on an even basis now. Western sugar was advanced 10 cents on Saturday to $4.90 (net, $4.65). It was declined 10c on Monday morning to fi4.80 (net, $4.55), to which price the C. & H. sugar had been advanced.

New York, N. Y., August 16, 1906.—Raw sugar remains firm at 3⅞c. Refined steady.

New York, N. Y., August 9.—Willett & Gray report:

"Raws advanced 7.5c during the week and refined advanced 10c. All sugars obtainable on these terms were accepted, including Porto Ricos, Cubas, San Domingoes, Javas and beet. The total recent transactions covered some 50,000 tons. Holders are encouraged to demand still higher prices but buyers are resisting further advances. If the demand for refined keeps up, as is likely, the necessities of refiners may warrant the continuance of the upward trend until new sugars begin to come to market. Any serious injury to the new crop would give such a movement greater impetus."

COFFEE.

M. J. Brandenstein & Co., say:

"The market is very high and desirable coffees are hard to get. Caracols and unwashed Salvadors are practically out of the market.

New York, N. Y., August 9.—Willett & Gray report:

"Sharp fluctuations have been the feature of the speculative coffee market during the past week. The valorization plans of Brazil have given new animation to the coffee market. In its own intrinsic merit, coffee is justly entitled to a better level of values since production is not equal to consumption and the necessities of the trade are acute. European port stocks are the smallest in several years. The interior of Europe has never been so bare of supplies. Stocks in New York have decreased 1,000,000 bags in seven months. Stocks in this country outside of New York, are meagre. The world must go to Brazil for supplies and Brazil can be safely said to be in a position to dictate prices for her coffees."

TEA

M. J. Brandenstein & Co., report:

"The market in the Orient is very firm. There is a reported shortage of fully 40 per cent in North China Congous, while in Japan and Formosa the crop will fall below the average. The quality is good."

RICE.

New York, N. Y., August 7.—Dan Talmage Sons Co. report:

"Demand for the week has been active, rather in excess of previous years equal period. Stocks in distributors hands, light and not very well assorted. Prices are firm and on choice parcels advanced. Advices from the South note improved demand on the Atlantic Coast, although stocks are meagre in the extreme. New crop is progressing favorably.

"At New Orleans, market is strong with good demand. Daily rains have delayed harvest of River crop. Market is strong and there is a waiting demand, sufficient to absorb quickly all possible offerings (in case return of favorable weather allows such to come forward) during next fortnight.

"In the interior—Southern Louisiana and Texas—the reports from growing crops are favorable and although several hurricanes will be experienced a bountiful crop will be secured under untoward conditions. Only the rains past two weeks) interfere with cutting and curing. The next 60 to 90 days will be a very anxious season with planters.

"Cables and correspondence from abroad note quiet conditions all along the line."

Charlestown, S. C., July 28.—The Carolina Rice Mills reports:

"Not even a single lot of good grade Carolina remains in first hands. The remnants of good grade stock with dealers will soon go into consumption for the demand is steady. Planters tell us that the heay and continuous rains of the past month have caused the grass to grow as fast as the com-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your Specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, - - California.

ing new crop, thus inflicting serious damage."

PRUNES.

The market on prunes has settled down to a 2 to 2½ cent basis with premiums on choice stock. There is considerable activity on this fruit. Peaches are weaker than for some time past; all other grades are about the same as in our last reports, with comparatively little trading going on owing to high prices. The big bulk of the season's business is already done.

Los Gatos, Cal., June 13.—Noah G. Rogers, president of the Los Gatos Cured Fruit Co., reports:

"Prunes are reported to be pretty well bought up by the large packers. If this is so, we can look for a steady market, but there is a good demand. Everybody throughout the country must stock up. Old stocks are completely exhausted. The new crop will go into consumption at once. The crop promises to be of most excellent quality. Prices are most reasonable and buyers should not look for them to go lower."

San Jose, Cal., August 5.—Fred Lewis Foster in an exhaustive article published in the "Mercury," stated:

"Conditions of the prune market have been growing worse in the past few months. The prune pack of the entire State will be about 165,000,000 pounds. There will be about 95,000,000 pounds for the Santa Clara valley as against 45,000,000 pounds for 1905. The entire State produced 53,000,000 pounds in 1905 and 133,000,000 pounds in 1904.

"The prune crop is effected by the apple and peach crops of the country. The apple crop is not up to the average. The Georgia crop of peaches is about 50 per cent. The Maryland peach crop is good.

"The local Granges resolved to hold prunes on a 3½c basis two months ago. A month ago they decided on a 3c basis. On July 7th, it was voted to hold to a 2¾c basis. As a matter of fact, prunes have been sold at 2⅛c and less and the tendency is still downward. The demoralization in prices resulted from the willingness of weak growers to sell at less than what their fruit is worth rather than hold and take chances on the future."

DRIED PEACHES.

Los Angeles, Aug. 5.—The "Times" reports:

"The peach crop of California is nearly normal. Instead of about 1,300 carloads of dried peaches it is estimated that there will be about 1,100. This shortage resulted in an advance of prices to about 10½c for choice. The price to the growers has fallen to 3½c and the packers say it will drop to 7½c, owing to the plentiful crop of peaches in the East."

DRIED APRICOTS.

Ventura, Cal., Aug. 1.—W. L. Lee is estimates that the crop of dried apricots this year will not exceed 400 tons, as against 1,675 tons last season. Buyers are offering 13½c to 14c and growers are holding off for 15c and some expect even better than that.

RAISINS.

New York, N. Y., July 28.—The Hills Bros. Co. report:

"Sales of seeded have been quite heavy during the week, and stocks have become much reduced. While we are not making any change in prices, an advance is liable to be seen at any time, owing to the strong position of the article."

EVAPORATED APPLES.

Jeffersonville, Ill., July 26.—Howland & Son report:

"The four counties that produce the bulk of the crop of Southern Illinois will not have more than one-third to one-half as many apples as four years ago."

Rochester, N. Y., July 28.—E. R. [illegible] report:

"[illegible] most California dried fruits promise to be much and [illegible] canned goods carried over [illegible] crop will be small [illegible] for at most reasonable prices."

NUTS.

Sacramento, Cal., Aug. 3.—[illegible] A. Fetcher, secretary of the State Agricultural Society, reports:

"In all localities the walnut crop is good. In some important districts it is the heaviest ever known.

"Almonds are spotted, but generally reported light. The aggregate will be [illegible] crop and [illegible] than average."

New York, N. Y., July 28.—The Hills Bros. Co. report:

"Tarragona almonds have [illegible]

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

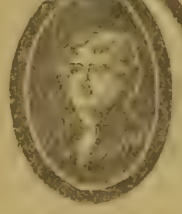
FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop



Guessing

Handle the article that you Know is Pure and Good.

Handle the article on which you are sure of a legitimate profit.

Grogan's Purity Olive Oil [illegible] the best that can be made and the profit [illegible] strictly safeguarded.

Costs Less Pays You More!

Get from your jobber or send to maker.

CHAS. P. GROGAN,

Oil Maker

1744 Alhambra St., Los Angeles, Cal.

sharply, and are now held at 15 cents, and it seems probable that a higher basis must be looked for early in the coming fall, as the position is undoubtedly a strong one.

"Quite a few Chili walnuts have changed hands during the week, and the small remaining stocks continues offering at 11 cents.

"Filberts are unchanged.

"On Brazils, we advance prices 1 cent per pound; large now being held at 10½ cents, mediums at 10 cents. The crop is considerably smaller than last year.

"Jordan almonds are slightly higher, and valencias also show an advance of 1 cent per pound over previous quotations.

"Mixed nuts are now held at 9¾c in boxes; 9¼c in bags, and a further advance is liable to be seen."

OLIVE OIL.

New York, N. Y., July 28.—Arguimbau & Ramee reports:

"Latest advices from Spain are that many olives are falling off the trees as a result of extreme heat."

BEANS.

Sacramento, Cal., July 26.—Wood, Curtis & Co. report:

"Continued hot weather has injured th growing crop of beans to some extent. The acreage throughout the northern districts of this State will be quite a bit short of previous seasons, much of the land usually planted to beans being inundated. In the south a larger crop should be harvested than usual. However, in many districts the earlier crops proved a failure and had to be replanted. This makes a late crop, which is likely to be caught by frost.

"The situation is quite a bit firmer, especially in pinks and Lady Washingtons. Bayos are high enough already. We rather anticipate a further advance in the other two varieties. Limas have weakened slightly. Blackeyes and kidney beans are very scarce, in fact, practically out of the market."

San Francisco, Cal., July 25.—Adolf Koshland reports:

"The coming crop is expected to be very late, owing to the later planting and replanting. It is therefore likely that a portion of it, at least, will be damaged by rain, and even if the damage should be only nominal it will in a measure affect the value of perfectly sound beans towards higher prices. It seems to have this effect on the stock now on hand of old crop beans, which is by no means excessive for this time of year. Prices for the past crop having been moderate, there seems to be no risk in having on hand good stock of last crop, even with the crop approaching.

"Limas still promise very well as to yield and quality. Prices of spot stock are gradually declining; the carryover stock, however, will not be very considerable.

"Bayo beans must also be expected to decline shortly, and the same will take place in the price of black-eyes as soon as the new crop is in sight."

Laingsburg, Mich.—The C. R. Bailly Co. report:

"A month of continuous drouth has resulted in a shortage of the bean crop of fully 33 per cent. Unless we get rain inside of five days, it will mean a shortage of 50 per cent.

Linwood, N. Y., July 28.—Willard-Clemens Co. report:

"The growing crop looks fairly well, but needs rain badly. The acreage of pea beans is only 75 per cent of an average. The balance is made up of marrow, mediums and red kidneys. The bean market is dull."

HONEY.

San Diego, Cal., August 8.—Bee men of the county say that the honey crop is at least 75 per cent short. The season opened well, with plenty of flowers, but the late and untimely rains, followed by the cold weather of June, stopped the bees from working until the flowers were about all gone. On the desert side of the mountains, the crop is much better, but far from market.

CANNED FRUITS.

Napa, Cal., Aug. 14.—Foster Bros. Co. report:

"Owing to the shortness of some of California's early fruits, especially cots, and other contingencies, the trend of opening prices was upward. This in some cases was not only abnormal but wild. At this writing, prices while firm are assuming a more reasonable basis.

"Our central coast valleys of Napa and Sonoma show a somewhat lighter picking on early peaches than was at first promised. Crawfords were soon snapped up. Muirs, Susqueanas and Clings show a good fair average.

"The incoming of pears is heavy, with a good condition for Bartletts.

"Golden egg, greengage and Washington plums are a little shy, with most of the stock of good grade.

"The trade already knows that the apple is leading off well this season in the way of superabundant yield. The crop is a very miscellaneous one, of full varieties. The apple question has recently been emphasized by one of our Coast packing firms. They have shown how the apple itself has, thanks to scientific culturists, been developed amazingly free from pests.

"The tomato, this Fall, will carry off its trophy of plenty if not for quality, and the immense aggregate of invested capital in its growth and marketing of a yearly $25,000,000 may even be exceeded.

"The Napa and Sonoma valleys have become famous for the intrinsic merits of their fruits. Our company in particular is reaching out for the very highest degree of quality and is now really putting on the market the very culmination of high grade canned fruits. It is the aim of Foster Bros. to operate along this line and exploit a very extra quality of various specials which will, of course, command a corresponding figure."

Griffith-Durney Co. report under date of July 25th:

"It is impossible to get any water apricots, pie apricots, any cheap blackberries or pie blackberries, any black cherries of any grade, any white cherries, except extras, and today our packers are refusing to book orders containing an excessive quantity of lemon clings. They have for several days refused to book orders containing over 25 per cent water peaches.

"On account of the low prices named on pears we are having a larger trade for these than we have had for years, and as England is just commencing to buy, we would not be surprised if there was an adance in price before very long.

"We know that quite a few buyers have not yet purchased, as they have

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS.

Alpine gives the Dealer a Profit. It pays you to handle it.

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.

Temporary Office

922 Franklin Street, Oakland Factory: HOLLISTER, CAL.

been hoping for a lower price. To these buyers, we want to express our condolence, as from now on it will not be a question of price, but a question of getting the goods at any price."

CANNED PEAS.

Philadelphia, Pa., Aug. 7.—The "Grocery World" reports:

"Not only French but Belgian peas are going to be considerably higher this year than last. In round figures, Belgian peas of all grades cost the American importer $2.50 per case more than last year. The French brands show about the same advance. The cause of the increase in values is short pack. Rain and cold weather so greatly interefered with the growing crop that about 25 to 50 per cent of a pack is expected."

New York, N. Y., Aug. 27.—F. L. Dutton & Co. report:

"In only one section of New York where two canneries are located, is there anything like a full pack of peas. Western packers have submitted offerings for about five times what the surplus of these two canneries over deliveries called for by contracts, is likely to be."

CANNED TOMATOES.

Baltimore, Md., July 28.—Thos. J. Meehan & Co. report:

"Orders for spot tomatoes came in from all sections of the country this week. Standard 3's sold down to 77½c and re-acted to 75c for offerings outside the Syndicate. The Syndicate marked their prices up from 75 to 80c in anticipation of a higher market later on."

Aberdeen, Md., July 28.—Strasbaugh-Silver & Co. report:

"We cannot see how lower figures on spot canned tomatoes would benefit a single interest, while on the other hand, all interested would be considerably benefited in the maintaining of present prices or thereabouts. It may be possible to secure a few scattering lots of old goods on the basis of 72½c. There is a probability that these ard stock or in the best condition, on account of having laid in warehouse for some time. Future tomatoes continue to hold their own, as far as country packers are concerned, with numerous reports of too much rain in all low ground sections. The absence of business on basis of 75c to 77½c has not had a tendency to weaken the ideas of packers."

Bridgeville, Del., July 28.—H. D. Cannon reports:

"It has rained almost every day for the last two weeks. Many acres of tomato land is 18 inches under water. Growers are much discouraged."

Bel Air, Mich., July 27.—W. E. Robinson reports:

"The acreage of tomatoes in the three states is a little larger than usual. The percentage of damage to the growing crop will very much more than offset the increased acreage. The spot tomatoes in the hands of the present holders will not any more than supply the usual stock which is carried in the hands of retailers and jobbers, thus leaving us, comparatively speaking, a clean market to begin this year's business on.

"Most futures have been sold at 75c and the market still continues at this price. The margin of profit for the packer at 75c per dozen is by no means attractive."

CANNED CORN.

Baltimore, Md., July 28.—H. H. Taylor & Son reports:

"Corn is growing stronger right along though still low in price. We can buy first class Maine style corn at 55c f. o. b. cars Baltimore freight rate. Future 60c. New corn crop does not look at all favorable to a crop, and it is probable that the pack will be very much smaller than normal this year. Purchases on present basis are quite safe for a profit."

CANNED SALMON.

A leading salmon interest said to a representative of the "Advocate" this week: "The salmon situation will assume definite proportions in about ten days, when the Columbia River season is closed. Reports from Alaska show a shortage of 25 per cent on that fish, which fact together with the heavy losses here—about 300,000 cases—from the fire makes it very certain that there is going to be a strong market for the year to come. The coast shortage will be at least 1,500,000 cases. Alaska salmon are due to arrive in about a month."

Portland, Or., Aug. 4.—The "Telegram" says:

"Late advices from Alaska place the salmon pack this year in that district at 1,800,000 cases, or practically the same as last year. The majority of the 33 canneries in Alaska

A Summary of Bowser Advantages

ALL-METAL, UNBREAKABLE GALLON PUMP

GALVANIZED STEEL TANK

BRASS VALVES

SELF-MEASURING DEVICE

ANTI-DRIP NOZZLE

COMPUTER

FLOAT INDICATOR



Combined, they give you a **self-measuring, self-computing oil outfit,** with which, at one operation, you can pump and measure gallons, half-gallons or quarts as desired, directly into your customer's can, without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank, and just what quantity is emptied into it.

SEND FOR CATALOGUE BB.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

have been operating this season."

Astoria, Ore., Aug. 2.—The catch of fish was much smaller today than yesterday. Indications are that the run that has been in the river during the past few days is practically over.

Seattle, Wash., Aug. 2.—The sockeye salmon run has commenced in earnest. If the packing continues for five or six days on the scale it is as yesterday, the output of the season will be nearly equal to that of 1907, which was slightly in excess of 300,000 cases.

Bellingham, Wash., July 31.—The largest catch of the season was reported today. A school of salmon is reported making its way to Fraser river. The fish are said to be spread out for about 25 miles.

Seattle, Wash., Aug. 1.—T. J. Gorman of the Porter Fish Co. reports:

"The canneries have already put up about 100,000 cases of sockeye, although as yet there has been no heavy run. Prices paid to fishermen have ranged from 25 to 35c per fish. I do not think prices will be set until the whole pack has been put up."

Port Townsend, Wash., Aug. 4.—Salmon are very high. Fishermen are receiving 40c per fish regularly. The E. A. Sims' west beach trap has been destroyed.

Seattle, Wash., Aug. 4.—The "Trade Register" reports:

"The sockeye run on the Sound has been fairly good during the week. Canneries agree that the sockeye pack will be very short—far below anticipation. The Fraser river run has proven better than expected. The Skeena river run has been a failure. The Rivers Inlet proved extra good. None of the Fraser river packers have named prices, except the B. C. Packers' Association, which has named Australian prices, as follows:

$1.56 on Fraser flats and $1.01 on ½-lb. flats; $1.50 on Rivers Inlet flats, and 97c on ½-lb. flats, c. i. f.

"The Fraser river Canadian prices were expected to be named yesterday, and will probably be $5.75 for talls, $6 for flats and $7 for halves, 100-lb. case.

Seattle, Wash., July 24.—Ph. J. Brady of Brady & Co., Inc., reports:

"The new pack is now coming on all over the Coast. Columbia river doing fairly well and a few sockeyes have come in. Canners, however, are paying as high as 35c a piece for the salmon. Of course this price will not keep up if the run amounts to anything.

"As to the pack itself on the Sound or anywhere else it is merely a guess. According to the estimates of the past plus possible increase owing to hatcheries a couple of hundred thousand sockeyes on the Sound will be as good a guess as any other.

"There are some new pack Alaska talls on hand which we are quoting to the trade at $1.00 per dozen. Everybody has stopped selling chum lobsters, and pink salmon are ruling nine at 75c per dozen, with a threat of advance.

"In the course of two weeks we shall know what the run of sockeyes will be. Indications point to moderate prices on red Alaska flats and high prices on Sockeyes and Columbia river Chinooks. Price also are high on cheap pinks."

AMERICAN SARDINES.

New York, N. Y., July 31.—Joel Frye & Co. report:

"Last week's advance of 10c per case on standard grade American ¼ oil sardines has been followed by a corresponding increase in the price of ½ mustards. This is due to the continued scarcity of fish. The pack this year shows a falling off of over 50 per cent from the same period last year, and as there is but a comparatively short time left of the present packing season, it will be impossible to accumulate any stock. This is having the natural tendency to stiffen the market, and with the increase in demand which can soon be expected, packers are looking for a steady improvement in conditions."

CANNED OYSTERS.

New Orleans, La., July 28.—Ahrons-Siebert Co. reports:

"Regarding the future situation on oysters, conditions are such that none of the packers will name prices. Many of our friends have already sent in their orders subject to approval of prices when named. We suggest and even advise that you do the same.

"Spot prices when packing season opens will be very high. Packers are not anxious to sell futures, knowing the condition of spot stock and the poor prospects of packing oysters at a profit in the months of September, October, November or December, even if sold at 80c for 5 oz.

SALT FISH.

New York, N. Y., Aug. 6.—Strohmeyer & Arpe Co. report:

Imported Sardines.—Never before has the catch of Sardines been as bad as it is this season, as there are virtually no sardines caught so far and half of the season is past. Consequently, prices for sardines are bound to be higher this season. Sprats are as scarce as gold and will soon be out of the market. Prices consequently have advanced.

Irish Mackerel.—Our last advices from our representative in Ireland, report a fairly heavy catch in the Cahirciveen districts, but light at other places.

Olive Oil.—Continues very firm.

Norway Mackerel.—We have a shipment of Summer cured Norway fish on the dock and it shows very fine quality.

Holland Herrings.—Catch is rather poor.

Scotch Herrings.—Catch only fair and arrivals here find ready sale at full asking prices.

SPICES.

New York, N. Y., July 31.—John Clarke reports:

"There is a much more active market with prospect of great increase in demand before long and generally higher prices.

HAY

Somers & Co. report, under date of August 7th:—

"No change of any consequence can be reported. We look for a strong demand for the better grades of hay, owing to the fact that most horses are doing very heavy work, which will necessarily require that the best of feed be given them. Conditions throughout the country are not especially attractive to buyers, for all grades are being held at rather firm figures. There is a growing tendency towards lower prices for poor hay, whereas the beter grades hold their own without change.

HILLS BROTHERS' NEW HOME

About Ready to Open for Business

As previously noted in the "Advocate" Hills Bros., the well known coffee and tea house, are building a commodious new home at Howard and New Montgomery streets, where they will be permanently located in about ten days.

The machinery is already being installed, and will include two new roasters on the way from the East.

Their factory in Oakland is turning as much goods as they ever did before the fire, but owing to the brisk demand for goods, they are arranging to have a larger plant in their new place than ever.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
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American Tobacco Company
Temporary Office
906 BROADWAY, OAKLAND

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FINE WINES AND BRANDIES
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CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

Office Boy at $4.50 a Week Saves $300 in Two Years.

How many office boys can equal the record of Frank Gibbons, a North Side lad, who saved $300 in two years from a salary of $4.50 a week?

The particulars are interesting and the figures were easily learned, says an exchange. Frank, like most savers, began by keeping accounts. His little pocket ledger shows that in the two years he received $32 in miscellaneous tips, besides his $468 salary.

The following summary shows what he did with the money:

Amount in savings bank	$300
Paid mother	104
Four suits of clothes	60
Four pairs of shoes	8
Furnishings	22
Miscellaneous expenses	6
Total	$500

It is worth noting that Frank made a record of his extras, and that every 5 cent tip was looked after as carefully as though it was a portion of his regular salary.

Boy Tells the Story.

"Every little bit helps," said Frank. "I soon found that out. You see I didn't save anything the first month. It was about the first money of my own that I had ever received. It looked like a whole lot, but after I spent it I couldn't tell where it had gone. Then I took a hint and decided to save. What was the use in working all the week for money and then fooling it away?

"Of course, I was a little better fixed than most boys. I didn't have to pay any board. 'You just buy your own clothes,' said mother, 'and you may save the rest of it.' But mother's always needing more or less little knick-knacks that she can't get, so I decided to pay her a dollar a week. I was willing to make it more, but she refused.

Good Clothes Paid.

"I don't stint myself on clothes, as you see." The lad glanced at his neat suit and polished shoes with some pride. "The boss likes to have me look good around the office. I pay $15 apiece for my suits, and that's more than some young men are willing to invest.

"It isn't a long walk from here down town, so I seldom pay any car fare. I take my lunch along with me and I haven't learned to smoke. So you see there really isn't much excuse for my not saving a little.

Learned Not to Waste.

"Don't the other boys think I'm cheap? Why no. How could they? I dress just as well as they do and I always have money in my pocket, while a good many of them are always broke. I stay at home evenings anyway as I like to read and there are always papers and magazines around the house. I have a public library card, too.

"How often do I go to the bank? O, once a month. I used to go every week but that was a good deal of bother. I've got so that I can carry money around with me without having a crazy notion to spend it every time I see a candy store or a fruit stand."

Making Plans for the Future.

A boy like Frank Gibbons naturally has ambitions. He begins to feel the power of money and is making plans for the future.

"I am going to have a raise pretty soon. I am catching on to the way they do things around the office," says he. "I'll not be an office boy much longer. When the pay gets bigger, I'll give mother a little more and dress a little better and put a little larger sum in the bank each month. In the course of time I will have $1,000. Then I'll really begin to feel as though I had a start in life.

"What will I do with the thousand? O, a fellow can always do something with that much money you know. I mean to learn the business you know. Maybe there will be chance for a partnership, and maybe I'll just let it lie in the bank till there's another $2,000. I don't know. Anyway I'll have the money."

"Frank has the saving instinct," said his mother. "But he is really a generous fellow. He would give me every cent he has saved if there was need for it. It is a comfort to me to have such a boy."

CONSULT YOUR CONSUMERS.

The aggressive retailer should make use of his customers.

You flatter them when you ask for suggestions for improvement of your business. They will consider it a desire on your part to cater to them, to consult their good taste and to favor them more than others.

Moreover, some of your customers may give you some excellent ideas for the betterment of your business.

The women are observent. Of this there can be no question. They have been in the habit of coming to your store for weeks, months, mayhap years. It is reasonably safe to assume that they could give you suggestions.

Moreover, they are recipients of the gossip of the village, town or city. If things have not been just what they should be, if some customer has been slighted in any way, the women will know it—if you do not. They may even suggest a remedy.

And Mr. Retailer, if you have the women with you, all the rest counts for little. Pa and the boys follow mother.

Therefore cater to the women. Cater to the children and you are but making yourself more solid with the mothers.

HONESTY THAT PAYS.

"There must be secrets in trade," writes a correspondent of the "Commercial Bulletin," "but the more we can let the public into our confidence, the more confidence they will have in us, and the more confidence there is between the merchant and his customer, the more likely will the merchant be to succeed.

"I do not believe in price cutting. And yet, if I have an article that is shop-worn, I believe it is better to tell a customer just what is the matter with the article, and make a price that will sell the article. This will sell the article and at the same time leave me with as little dead stock on hand as possible.

"A little credit must be given. It should be as little as possible."

GETTING DISCOUNTS.

How many merchants realize the value of getting discounts on all their goods.

These discounts may perhaps not amount to a great deal on each purchase, but at the end of a year they aggregate a considerable sum, one which is worth while getting. Besides, the advantage of getting these discounts, the prompt payment of your bills gives you a good standing with the jobber, and if you should ever need credit it will not be difficult for you to obtain it, whereas, if you are in the habit of letting your accounts run as long as possible, it does not speak well for your business acumen or financial prosperity.

Always pay your bills just as soon as possible.

It is beter to buy a smaller quantity of goods at a time and pay cash for them, thereby getting the discount than to purchase a larger amount and have to get credit.

The merchant who discounts his bills can sell cheaper, and consequently get more trade than the merchant who lets the bill run as long as possible and loses the discount.

WILL CAN MEXICAN DAINTIES.

Their many friends in the grocery trade will be pleased to learn that Messrs. J. Bunzl and Ad. Traube are about to go in harness again. With Charles Rothschild they have incorporated the Colonial Packing Company, and are opening a factory at 318-320 Eleventh St., for the packing of pure food Mexican specialties, canned beans, some cheese, tamales, enchiladas, chili con carne, etc. The factory will be in operation as a delicatessen and inside of three weeks they will be supplying the trade as of yore. The Colonial Packing Co. will make a specialty of high grade [illegible]

It is estimated that the sugar cane crop of Sweden will be [illegible] to 60 per cent. [illegible] cause of destructive rains and [illegible] weather.

CIGARS AND TOBACCO

Ehrman Bros. & Co. are doing a heavy business now, the chief difficulty being in getting goods in sufficient quantities to supply the demand. Work has begun on their new home in the old wholesale district and they will remove there as soon as possible.

The unique cigar stand of Samuel Newmark in front of Tait's Cafe is doing a fine business in high-grade goods. The cigarette trade from the cafe is especially heavy and he carries all the leading brands, both imported and domestic.

Tillman & Bendel, local distributors of the Sanchez y Haya clear Havana cigar, are now filling all orders from the large warehouse in West Berkeley. The demand for this brand is very good and stock is no sooner received than it is repacked and sent out to the trade.

C. B. Poar, who is now with M. A. Gunst & Co., states that although the receipts of Owl cigars average 100,000 a day, they are now about four millions behind on their orders. The new retail stores, opened since the fire are all doing a heavy business and a number of additional locations have been secured.

The American Tobacco Company will erect a big plant in Dayton, Ohio, employing several hundred people, and will use it to handle the tobaccos which they purchase in the Miami Valley. A site has been selected and work will begin immediately. During the past two weeks this company has had men in this section looking over the crop and it is understood that several farmers have already sold in the field.

Reports in Ohio are to the effect that the situation has greatly improved. It has been found that the damage previously reported from rainstorms had been greatly overestimated, and though the harvest will be somewhat delayed, it is thought that the amount of injury done to the fields is comparatively small.

The suggestion that the trust eventually will concentrate all of its vast western jobbing interests in the hands of one firm in Chicago has been made by a gentleman pretty well posted in the affairs of the trade here. Said he, "When the affairs of the trust justify such a change, I predict that one well-known house will handle all of their business. When the Cremo was taken from one of the big houses and transferred to the house in question, I think that was the entering wedge. You will notice that some of the big houses which were formerly reputed to be tied up to the trust under contract are now beginning to handle independent goods. They will have the trust brands, but I think it will be only a matter of time when the business will be concentrated."

Among the Tampa cigar factories of Tampa, conspicuous for handsome buildings and beautiful grounds is A. Santaella & Co., standing in the center of an immense block bordered by palms, with camphor, fig, peach, orange and many flowering trees, with a rich lawn and rustic lunch pavilion.

The Jose Lovera Co. have a neat factory, the great building having recently taken on a new dress of bright Spanish color, which with improved surroundings gives a pleasing appearance. Arguellas, Lopez & Bro. have greatly improved their factory surrounding the large block of ground with a solid wall of bricks, affording opportunities for handsome landscape effects. It is expected in the next few years the Tampa cigar factories will be greatly improved, thus giving to the "gilt edged industry" an appropriate setting, alike creditable to the manufacturers and the city of Tampa. —Tobacco.

The Tobacco Trust has failed to secure the franchise for the electric railway between Rio Piedras and Caguas, the center of the tobacco district of Porto Rico. Latest advices from San Juan contain the news that the Legislative Council on July 26 awarded the franchise to the J. G. White Co., a New York concern, lining and operating the electric line between San Juan and Rio Piedras.

NEW MACARONI FACTORY.

Stockton, Cal., Aug. 4.—David and Frank Stagnaro will open and be proprietors of the Sunset Macaroni factory on August 15th. The new firm will have its place of business in this city on the corner of Church and Aurora streets. All necessary machinery, including the very latest appliances for the perfect manufacture of the various grades of macaroni, will arrive in a few days to be immediately installed. The new firm will supply Stockton firms in this great staple article and will confine its business to wholesaling.

The world's visible supply of coffee at the beginning of the new crop is 9,636,563 bags, a decrease during the past season of 1,628,000 bags. The world's consumption of coffee has increased during the year just closed by about 579,000 bags, the figures being 16,742,000 bags last year, as compared with 16,163,000 bags the year before.

U. S. Metal Polish

POLISH
Qts. $7.70
Pts. 3.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 2871 16th St., S. F. For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

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GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...$	.80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

San Francisco, Cal., July 25, 1906.

To the Trade:

We are pleased to inform you that we are now permanently located in our new building,

N. W. COR. FRONT & SACRAMENTO STS.

KNOWN AS 301-303 FRONT ST.,

where we will be pleased to meet our friends and customers.

Soliciting your future patronage, we remain for **Greater San Francisco.**

Very respectfully,

LOS ANGELES SOAP CO.

WASHINGTON.

Aberdeen.—Hunt & Haynes' grocery was burglarized last week.

Blaine.—P. A. Wolten's grocery was destroyed by the fire on the 29th damaged to the extent of $1,000 through the burning of the Palace Hotel building.

Bremerton.—E. R. Follett of the Navy Yard store, is arranging to remove to the Denver Cash grocery.

Brookdale.—T. Hall is opening a grocery store.

Clarkson.—Bridges & Billups, grocery and meat market have dissolved.

Colton.—F. O. Russell and R. P. Hill have bought the bankrupt general merchandise stock of J. S. Keeney.

Colville.— Campbell & Pierce have bought J. A. Johnson's grocery.

Colville.—W. F. St. Quintin will discontinue his restaurant and devote more attention to the grocery store and bakery.

Colville.—J. A. Johnson, general

Coulee City.—G. H. Gilpin, general store is starting a branch here.

Diamond.— Dickson & Henshaw, general store has removed to Fairfield.

Everett.—S. A. Haskell has purchased an interest in the City Grocery Co. from R. D. McNeeley.

Everett.—Carl A. Hanson, Everett grocer, prominent in State association affairs, died last week at his home in Everett.

Everson.—D. H. Jamieson has succeeded Jamieson & Milan, grocers.

Gig Harbor.—G. M. Wheeler has bought St. Peter Bros.' grocery and feed store.

Govan.—B. Draper has succeeded F. M. Jenks, general store.

Green Lake.—M. B. Fountain has purchased B. C. F. Leonard's grocery store.

Green Lake.—W. A. Hawkins has erected a store building, where he will open a stock of groceries.

Jamison.—C. A. Jones is reported starting a general store.

Lind.—E. H. Dowland is reported discontinuing his grocery.

Medical Lake.—Korte Bros., general merchants, have purchased a site upon which to erect a large store building.

Milton.—E. E. Walrath has purchased W. J. Kloeppel's grocery store.

North Yakima.—J. W. Foster has a store building which will be occupied by a general merchandise stock.

Pasco.—G. H. Ramey has purchased B. Armstrong's general merchandise store.

Prosser.—P. F. Parker, a prosperous merchant, has been selected by warring factions in the Republican party of Benton county as the party's candidate for the legislature.

Prosser, Wash., July 12.—Mr. Dougharty has sold his grocery store to Mr. Larsen.

Roslyn.—Frederick Genasci, of the grocery firm of Carroll & Genasci, was found dead in his rooms as the result of an attack of heart failure. He was 39 years of age, and had been for 15 years a resident of Roslyn.

Seattle.—Bronemann & O'Bar have incorporated with $5,000 capital, to carry on a general merchandise business.

Seattle.—W. A. Hawkes has erected a store building and will open a grocery store about Sept. 1.

Seattle.—Ferdinand Factor's grocery store was destroyed by fire last week.

Sedro-Woolley.—Bruce Holbrook has purchased the interests of John Gould in the Skagit Commission Co., groceries, fruits, etc.,

Sedro-Woolley.—Gerdon & Donnelly have started a grocery.

Seguin.—H. J. Bugge has purchased the John B. Knapman property and will enlarge the store building and erect a warehouse, carrying a stock of general merchandise.

Skagit.—Chas. Lyons is erecting a new store building in Skagit county, and will open a general merchandise store there.

South Tacoma.—Leonard & Son have succeeded Young & Co.

Spokane.— John Gifford, former president of the Washington State Grocers' association, has been chosen manager of the Spokane Fruit and Vegetable Growers' association.

Spokane.—F. H. Guse has bought W. H. Thomas' grocery.

Spokane.— Schon & Ekberg have succeeded Charles Schon, grocery.

Spokane.—E. H. Peterson has bought A. C. Carter's grocery.

Spokane.—T. O'Donnell has purchased the business of the Koontz Grocery Co.

Spokane.—J. H. Chandler, of Turnley & Chandler, grocery, is dead.

Spokane.—F. H. Guse has purchased W. H. Thomas' grocery store.

Spokane.—G. W. Swenson has bought Daniel Hennesy's grocery.

Spokane.—King & Merchant have bought F. O'Donnell's grocery.

Spokane.—J. C. McEachran has bought G. C. Schwartz's grocery.

Spokane.—W. B. Watson has added groceries to his tea and coffee stock.

Spokane.—B. C. Phillips has purchased the Ideal Grocery on North Monroe from E. Turner, Jr.

Spokane.—John McCullough, proprietor of the Forest Park grocery, corner of Virginia and Monroe, is preparing to erect a two-story brick store building.

Spokane.—A half interest in the business of the Standard Cash grocery at E1506 Sprague avenue has been purchased by P. S. Eckberg of Wilmar, Minn., for $3,500.

Sunnyside.—J. B. George, a pioneer general merchant has commenced construction of a large brick store building to accomodate his store.

Tacoma.—Fred Voegtle is opening a grocery store.

Tacoma.—Gust. Johnson has succeeded Johnson & Pearson, grocers, at South Seventeenth and D streets.

Tacoma.—D. Jurich has purchased the Swininger grocery store at North Thirtieth and Washington streets.

Tacoma.—[illegible] has removed his grocery store from Fifteenth and D streets to the corner of Seventeenth and J.

Tacoma.—F. S. Roberts & Co. grocers at 815 Division avenue, have moved into a new and larger store building adjoining. The enlarged quarters are excellently fitted out for handling the trade of the house, one of the special features being a complete baking establishment on the second floor.

Tacoma.—R. Rinne and M. Birschoff, recent arrivals from the east, have purchased the grocery store of Miller, Helland & Co., continuing under the firm name of Rinne & Birschoff.

Tacoma.—Horn & Homes Co., grocers and general merchants, have purchased the grocery business of W. T. Fletcher. The store will be continued by Messrs. Horn & Holmes, in conjunction with their present establishment.

Tacoma.— L. E. Walters has bought C. B. Huber's grocery.

Tacoma.—D. Jurich is reported buying Mrs. J. C. Schwaningor's grocery.

Tacoma.—Gust. Johnson has succeeded Johnson & Peterson, grocery.

Tacoma.—The Law[illegible] has [illegible]

Vancouver.—[illegible] a general store.

Vancouver.—A merger has been effected by the Vancouver Grocery Co. and C. D. Hayes Co. under the firm name of Hayes & Henrichsen. A brick building is to be erected at the corner of Main and Seventh streets for the new company.

Walla Walla.—C. E. Wainwright has bought A. J. Newton's grocery.

Walla Walla.—E. C. Goodman has bought W. P. Hershey's grocery.

Washtucna.—F. E. Empey, who operates a system of general stores, has purchased Fred McKissick's general merchandise store and will put a $25,000 stock in a new location, under the name of the Wonder store.

Wilbur.—Owing to the pressure of business the city council has repealed the Sunday closing ordinance, and during the next few weeks stores will be permitted to remain open to accomodate the demand of the farmers for supplies.

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NUTRITO
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AMUSEMENTS.

ORPHEUM.

There is a strong bill at the Orpheum this week. The offerings run the gamut of variety and extend from opera of the grand persuasion to Billy Van's parodies. One of the strong features of the bill are the Proveanis, who do bicycle stunts such as San Francisco has never seen before. The Six Charming Widows and Billy Van are also strong features of the bill. The moving pictures are very effective.

CHUTES.

This great pleasure resort is packed every night. The throngs that gather add very much to the entertainment of the various concessions. In addition to the wonderful Zoo, the Circle Swing, the Chutes, Scenic Railway and other features carry much of interest. The new attraction. "A Day in the Alps," is one of the most beautiful scenic effects that has been offered pleasure seekers in San Francisco for many days.

DAVIS' THEATRE.

The pretty little theatre on McAllister street, just above Fillmore, continues to run to full capacity with "Fiddle Dee Dee." This is the last week, however, and on Monday evening the Company will produce "Whirl-I-Gig." Rice and Cady will have very funny parts and Bobby North has a strong Hebrew character. Marie Glosz, the prima donna of the company, has a number of beautiful songs while the chorus will assist materially with pretty songs and graceful dances to add to the effectiveness of the various stage pictures.

CENTRAL THEATRE.

Will R. Walling has been playing the star role in "The New South" this week at the Central. This is a piece that helped Joseph Grismer and Phoebe Davies to fame and fortune. It is a story of the reconstruction days and there is a beautiful love theme which develops in spite of the machinations of a wicked villain, who in the end finds his evil efforts frustrated. The company includes Oza Waldrop, Jane Kelton, Oral Humphreys, Wm. Brewer, Ben McQuarrie and others. The prices range from 15 to 50c. Next week "The Plunger" will be produced. On August 26th, Kolb and Dill return for a three weeks' run at this theatre. Ben Dillon of former Fischer fame will accompany them.

Canned and evaporated apples are likely to prove a good buy since the strawberry, raspberry, gooseberry and rhubarb crops have proven failures nearly everywhere throughout the country. The price on California peeled pie peaches and pie apricots have advanced about 20 and 60 per cent, respectively. Look whatever way you will and you will find that canned and evaporated apples must be depended upon for pie fruit.

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TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

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COCOANUT
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Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

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Make Friends
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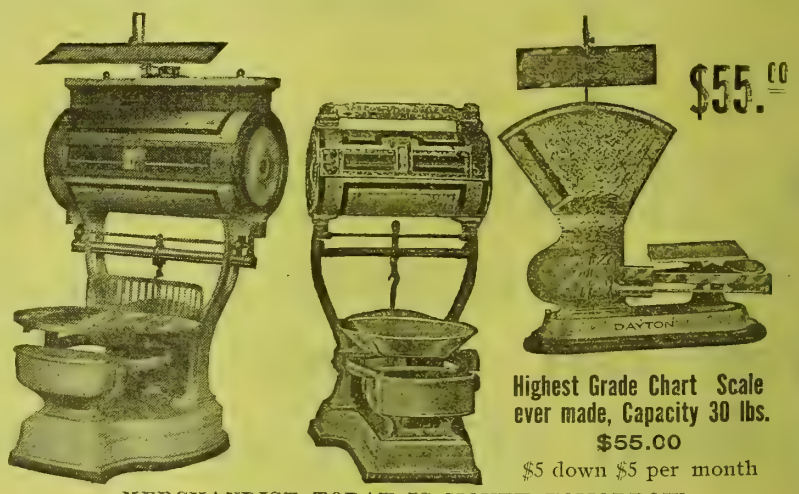
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THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, AUG. 24, 1906. VOL. 11, NO. 33.



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Loss of **CONFIDENCE** means Loss of customers.

Loss of Customers is Loss in Profits.

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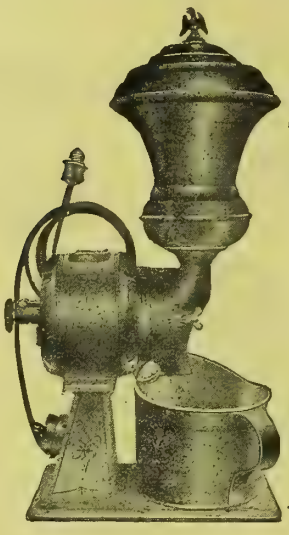
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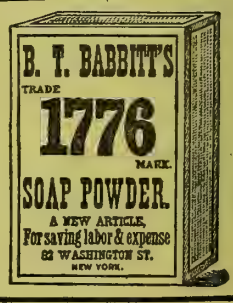


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NAPA VALLEY FRUITS CANNED

BY

Foster Bros. Co.

NAPA, CALIFORNIA.

The upward trend and the wild prices which surprised the trade in the opening of the season have now assumed a safe basis for business.

Our **Crawford Peaches** soon vanished. **Clings** show up well. We've a splendid **Pear Pack. Apples** are selling briskly. All the world knows our crop is a heavy one, while the Eastern is a bare average.

Tomatoes are now a feature of the trade. Blights in some sections and drought and floods in others will keep prices firm and bring good call for our own growths.



Now that the pure food proposition is emphasized, packers are combating the vagaries of unprincipled traders, and our packs are in greater demand than ever. Our reputation has vibrated through the East. Even from London, remote Denmark and Alaska have come orders for own home growths, so greatly are they in favor. There's great talk for **gallons** today.

CHIEF SOLANO BRAND

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., AUG. 24., 1906, VOL. 11. NO. 33.

THE

RETAIL GROCERS ADVOCATE

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AARON H. POWERS,
Editor and Manager

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San Francisco—1714 Webster Street.

SUBSCRIPTION PRICE:
One Year.....$2.00
Six Months..... 1.00
Single Copies.....10 cts.

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POINTS TO WATCH.

Flour.—

The mills are protecting the retail selling price of their standard brands. If any grocer in San Francisco or the other bay cities offers flour at prices below those quoted on Page 10, notify Mr. Cusack, Pone West 3067, in San Francisco or Secretary Holmes, Oakland, and the cutting will be stopped.

State Convention.

Grocers from all over the State are to meet at Oakland, September 24th and 25th. Every grocer in the State is invited to attend the meeting.

Tea.

A shortage is anticipated in Japan Dust, Fannings and Siftings in the primary market with considerably higher prices.

Rice.

Fancy heads advanced during the week and no decline is expected till new crop is marketed.

Beans.

Large supplies indicate lower prices on bayos. Short supplies indicate higher prices for pink beans.

Sprats.

Stocks abroad are virtually cleared. Stocks here are much reduced and firmly held. No new catch will come in till the end of the year.

AWAKENS THE GROCERS.

Redwood City, Cal., Aug. 21, 1906.

Editor Advocate, Dear Sirs: Enclosed find check for $2 in payment for our subscription to September, 1906.

Your paper can be likened to an alarm clock about 6 a. m. It awakens us on time and keeps us hustling with timely advice. Yours unshaken,

Stafford Bros.

Convention Program.

State Association Directors Plan for Big Oakland Meeting.

The directors of the State Grocers' Association held their regular August meeting on Thursday evening at 1714 Webster street.

Secretary Connolly reported that in response to a request from his office that the Sperry and Stockton Milling Companies had sent him letters in which they agreed to maintain the retail selling price on their standard brands of fiflour. These letters appear elsewhere.

The matter of the State Convention then came up.

President L. Warnke reported that the Alameda County grocers were making preparations for giving the visiting delegates an elaborate entertainment. The program for the convention as suggested by a committee, that had gone into the matter fully was discussed and after a few changes had been decided upon, the following program was adopted:

Monday, September 24th.

10 a. m.—Convention called to order by H. K. Duncan, president Alameda County Grocers' Association.

Address of Welcome by prominent officials of Oakland.

Response, by delegate from the interior.

Appointment of Committee on Credentials and Committee on Rules and Order of Business.

Recess of 20 minutes.

10:45—Meeting called to order.

President L. Warnke's address.

Report of the Credentials Committee.

Report of Committee on Rules and Order of Business.

NOON RECESS.

2 p. m.—Appointment of Committees by President Warnke.

Organizer A. H. Powers' report.

Secretary J. B. Connolly's Report.

Treasurer J. F. Schromer's Report.

2:45 p. m. (Special order)—Address. **"Laws Needed by Retail Merchants."**

Discussion.

Reports of representatives from the various communities.

MONDAY EVENING.

1st. Music.

2d. Address, **"Profits in the Grocery Business."**

3d. Address, **"How the State Association Can Help Interior Merchants."**

4th. Address by representative of wholesale interests.

5th. Music.

6th. Light refreshments.

TUESDAY, SEPTEMBER 25th.

9:30. Report of Finance Committee.

Reading of correspondence.

Address, **"Grocers' Associations—Why?"**

Discussion.

Reports of various committees, appointed by the Chair.

Noon recess.

1:30 p. m.—Consideration of proposed changes in Constitution and By-laws.

Opening of question box.

Unfinished business.

3:30 p. m.—Choosing next Convention City.

Election of officers.

The convention will be held at Pythian Castle on 12th and Franklin Sts. Headquarters of the delegates will be at the Hotel Metropole, a strictly first-class hotel, at which the rate is $3 per day.

Secretary Connolly was instructed to communicate at once with all affiliating associations throughout California and urge upon them the necessity and desirability of sending large delegations to the coming convention.

Want Their Money.

Local Grocers Take Action on Many Important Matters.

A very interesting meeting of the Associated Retail Grocers was held on Tuesday evening in Judge Graham's Court room in the Temple Sherith Israel. Lack of space makes it impossible for us to give as full an account of the meeting as we would wish.

President Nathan Bibo called the meeting to order. Secretary Connolly read the minutes of the last meeting. Acting Secretary Cusack was warmly applauded when he reported numerous new members and told of his confidence of success in the future. Secretary Connolly read the letters from the Sperry Mills and Crown Mills, in which they agree to maintain the price of their goods.

Public Administrator Joseph A. Stulz spoke encouragingly of the results of Mr. Cusack's work. He insisted that the movement was largely a matter of education and felt that Mr. Cusack was doing splendidly. He pointed out that Mr. Cusack had not taken advantage of the fact that it was through the efforts of the grocers affiiliated with the State Association that various important laws helpful to the grocers were passed. Mr. Stulz also dwelt upon the fact that many restaurants were being started and that the grocers must look after that trade. He urged that the grocers themselves should go with Mr. Cusack and assist him in increasing the membership.

Cutting Causes Discussion.

E. I. Fleiger spoke of the necessity of securing profits at the present time

Jack Henderson Series

FOR SUMMER READING.

MIRTHFUL BOOKS IN UP-TO-DATE SLANG

A Series of Books by Benj. F. Cobb, written in the catchy slang vein which to-day is so prevalent. These books are the best issued and fairly blossom with wit and humor. Bound in cloth gilt tops, with seven half-tone illustrations. The titles:

Jack Henderson Down East.
Jack Henderson Out West.
Jack Henderson Down South.
Jack Henderson on Matrimony.
Jack Henderson on Tipping.
Jack Henderson on Experience.

Nothing like them for driving away the blues and keeping down doctor bills.

Price, per copy, 50c.; per set, $3.00, postpaid.

For sale at Booksellers or write to Publishers.

HURST & COMPANY
395-399 Broadway NEW YORK

Send for a complete catalogue of Popular Priced Books.

A FULL LINE
of
GROCERIES
and
Dairy Produce

Butter, Cheese and Eggs,
Can Be Secured From

MORRIS BROS. & CO.

215-217 DRUMM ST.

NEW SAUERKRAUT

PICKLES,
CATSUP,
VINEGAR.

ORDERS PROMPTLY DELIVERED

OURS IS THE ONLY FACTORY IN FRISCO.

Reed Pickle Works

THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

SNIDER'S Catsup-Free Deal

Will be Declared off Earlier this year.

The greatly increased sales make this necessary.

Most of the wise Grocers have already placed their orders.

Are you one of the wise ones? If not —Get wise.

ORDER today—Six ways to ORDER.

Snider's has the greatest sale in the world.

You cannot get too much Snider's.

Snider's on your shelves is as good as sold.

You cannot say this of any other catsup.

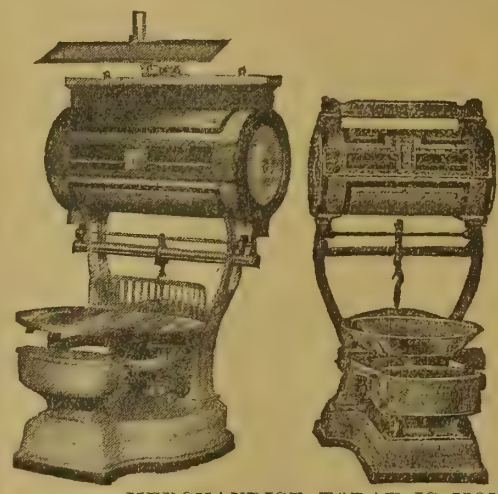
Snider's is by far the best.

Remember you take no chances with Snider's.

Snider's is unconditionally Guaranteed.

Send us your order and the name of your Jobber.

John H. Spohn Co., Agents,
Temporary Address
50-52 Clay St. San Francisco





Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE **Scales**

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.
DAYTON COMPUTING SCALES
TEL. PARK 810

1482 Market Street, San Francisco.

and the folly of indiscriminate cutting.

Geo. B. Doyle pointed out that while the grocer was largely to blame for cutting, the one that was really responsible was the manufacturer and that if the members were loyal to their association and would do everything in their power as individuals to help the firms who were prepared to work in the interests of the retail grocers, that a very large portion of the cutting could be done away with. He insisted that in a city like San Francisco the grocers could not stop cutting on sugar and eggs and similar articles. He explained how easily it would be to have certain manufacturers stop cutting just as the manufacturers of flour were doing. He further pointed out the folly of continuing to sell certain leading staples without a profit and insisted that the grocers themselves was responsible very largely for introducing those goods.

A. McCaw agreed with Mr. Doyle that the power to stop cutting lay with the manufacturer.

Geo. Golder thought that the grocers should insist upon the manufacturer's making his goods profitable before they agreed to handle them.

T. Salomon urged that action be taken in regard to early closing.

H. N. Edlin thought the grocers should make every effort to secure a profit at the present time.

Claims Passed Quickly.

The matter of the claims against the local authorities was then brought up.

President Nthan Bibo explained that while he was on the Advisory Committee that audited grocery claims, that there were were from 60 to 80 claims that were put aside on which the Auditing Committee did not pass. The Auditing Committee passed on some 1,790 claims in three afternoons. Of these claims he thought that probably 1,600 of the claimants would be satisfied with the amounts allowed them and that the remainder would very likely feel that they were unfairly treated.

Acting Secretary Cusack explained that in conjunction with the editor of the **Advocate,** he had interviewed various parties to learn what authority there was that could be approached by those who had furnished the city supplies in the hour of need and an honest manly demand made in which the claimant should be allowed to take the necessary steps towards proving the value of the goods taken with some assurance that the claims would be paid as a matter of right and not make the claimant wholly dependent upon the charity and good will of some few people.

His ideas were embodied in the following resolution:

Whereas, The present custodians of the Relief Fund are not paying in full the claims of many merchants without regard to the legitimacy of such claims; and

Whereas, The City Attorney has decided that merchants cannot sue the city for goods taken for the general relief except where the goods were lost through riot or as a rsult of mob violence; and

Whereas, The City Attorney has decided only the legally constituted custodians of the relief funds can be sued be parties with claims for goods taken for goods for the General Relief, be it

Resolved, That the Associated Retail Grocers hereby petition the Honorable Board of Supervisors of the City and County of San Francisco, and request of them that they direct the City Attorney to take the steps necessary to establish who are the legal custodians of the Relief Funds. Be it further

Resolved, That the directors of the Associated Retail Grocers shall then bring suit to establish the following facts:

1st—Whether the legally constituted custodians of the Relief Funds are or are not responsible for the full proven value of goods seized for the general relief.

2d—Whether they have the legal right to repudiate any properly established claim whether it be for cooking, utensils, groceries or liquors.

The resolution was unanimously adopted.

Peddling Jobbers Denounced.

T. Salomon called attention to the fact that certain wholesalers were making a practice of selling to consumers directly. It was reported that a certain provision house seemed to be making a specialty of this line of trade. Many members spoke on this matter and almost all of them stated that they had withdrawn patronage from the house in question. **(The name of this house is withheld for the present, since it is hoped that in response to a request from the grocers they will discontinue the practice of which complaint was made.)**

E. I. Flieger presented the following resolution:

Resolved, That we will consider it an act unfriendly to the retail grocers of

(Continued on page 9.)

THE FACT THAT MAPLEINE



Is sold in concentrated form, allowing the consumer to make her own syrup, makes a strong selling talk; for it is absolutely free from adulteration. Besides, your percentage of profit is greater than on Maple syrup sales. Mapleine produces a syrup BETTER than Maple.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco.

Crescent Mfg. Co., Mfrs., Seattle.

NEWS OF COAST.

CALIFORNIA

Chatsworth.—L. A. Clements has bought A. M. Butler's grocery.

Long Beach.—Boob & Co. has purchased J. &. G. Nichols grocery store.

Los Angeles.—Wentworth Bros., on West Pico street, are intending to sell out and retire. Their lease, fixtures, etc., are to be sold.

Los Angeles.—J. R. Cowherd Grocery Co., who conducted the grocery department of the Lamb Fruit Co., have opened a store at Pico and Figueroa streets.

Los Angeles.—Keith Grocery Co. are reported having moved from their old location on Main St. to the new building at 14th and Main.

Los Angeles.—Mr. J. Gavagan has purchased the grocery formerly owned by Mr. W. J. Lawson at Grant Ave. and Twenty-third St.

Los Angeles.—P. M. Moroney, grocer, at Pico and Main streets has rented the room next door and cut an opening from his large store, into the new room. Moroney will run a meat market and full line of hardware and kitchen ware.

Los Angeles.—A. W. Cooley, grocer, at the corner of 46th St. and Normandic Ave., met with a painful injury while trying a new horse. The animal got away from him, spraining both ankles and smashing the wagon. It will be some time before Mr. Cooley will be active again.

Ocean Park.—Homer Brice, the popular grocer of Main and Hollister Ave., left Aug. 6 for an extended business trip to Philadelphia. Mr. Brice has extensive interests in that city and will probably be gone a couple of months.

Pasadena.—The firm name of Workman & Preston, grocers, has been changed to Ford & Preston.

Pomona.—The Captital Grocery Co., at Pomona, has sold out to Jas. Gulley.

Riverside.—J. T. Noel & Co. succeed Brewer & Frizzell.

San Diego.—Lucy McKnight sold her grocery to U. F. Spencer.

San Francisco.—A. E. White has purchased S. Gunsolus' stock of groceries and candies at 721 Laguna St.

Sautelle.—Mr. W. S. Sheek and R. S. Howell have removed their grocery from the Scholz building to the Pioneer Cyclery on Oregon Ave., where they will carry both groceries and furniture.

OREGON.

Astoria.—Mark C. Wood, manager of the grocery department of Foard & Stokes Co., has gone to Seattle to take the position of manager of the grocery department with the Bon Marche.

Astoria.—The Astoria Grocery Co. and Sloop, Jeffers & Co. have consolidated under the name of the Astoria Grocery & Dairy Co., incorporated.

Cornelius.—The Everest Drug Co. is adding groceries.

Dalles.—J. H. Cross, grocer, has moved his stock from the Condon building to the Gates block at the corner of Third and Union street.

Echo.—S. Kirby will open a grocery store.

Eugene.—V. G. Chessman, of Chessman & Son, has sold his interest in the firm of grocers at East Ninth and Oak streets, to his father, W. W. Chessman, who is now sole proprietor.

Portland.—P. A. Taylor, well known grocer of this city, has purchased the grocery of Paulson Bros., at 447 Union avenue north.

Roseburg.—Kruse & Newland, grocers, have a new delivery wagon, which is a "cracker-jack."

WASHINGTON.

Catlin.—E. W. Gubser has purchased the Medcalf & Patton general store.

Colbert.—R. Cogwill & Son have purchased W. H. Colbert's general store.

Enumclaw.—Davis & Seifrit Co., general merchants, have dissolved partnership, J. W. Davis continuing the business.

Farmington.—W. A. Walker's grocery and E. E. Paddock's general merchandise store were wiped out by fire Aug. 13.

Greenacres.—The Adams & Filler Co. are erecting an addition to their general store.

Green Lake.—The Retail Grocers' Association was organized last week, at a meeting attended by Secretary J. J. Higgins of the State Association. The officers are: M. B. Fountain, president; S. E. Campbell, vice-president, and C. E. Winterringer, treasurer; executive committee, J. T. Williams, L. D. Ward, S. E. Peterson, E. B. Skinner and H. S. Davidson.

Oaksdale.—A. V. Caldwell has purchased the Wattles confectionery store and will add a small stock of groceries.

Seattle.—U. F. Baumgartner's grocery store was destroyed by fire Aug. 13, with $3,000 loss.

Seattle.—The David Bain Co., grocery, has been incorporated.

Shelton.—McDonald & O'Neill, general merchants, dissolved partnership, Margaret McDonald retiring and Thomas O'Neill continuing the business.

DRUMMERS FORM COMPANY.

A number of the city salesmen of San Francisco, members of the S. F. C. T. A., have formed a corporation known as the 'Travelers' Commercial Co. They will have an A1, strictly first-class bath-house at 1717 Geary street, on a lot 30x197, with salt and

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

fresh water. The officers are: president, Emmett Dunn; vice-president, John Horstmann; secretary, M. B. Mergen; treasurer, Otto Sievers; directors, Henry Heinz and A. H. McMains. They have begun building and will soon be in active operation.

WANT THEIR MONEY.

(Continued from page 5.)

San Francisco for any wholesale grocer, commission house or manufacturer to sell to hotels, restaurants boarding-houses, or other parties who would otherwise buy of retail grocers and that we will confine our trade to firms that do not compete with retail houses. Be it further

Resolved, That the secretary be instructed to send a copy of this resolution to all wholesale grocers, commission houses, etc., operating in this city.

It was unanimously adopted. The secretary was instructed to use every effort towards seeing that the ideas of the members were carried out and urge that every member notify him promptly should he know of any firm selling to one of their customers.

It is to be noted that the trade be asked to desist from selling only to such hotels, restaurants as would otherwise buy from retail grocers.

Want Profit on Bread.

Geo. B. Doyle brought up the matter of the bread problem. He insisted that the bakers had to pay higher wages for their help. The cost of delivery had increased for them; they granted the demands in this respect and then raised the price of bread to the distributors, the retail grocers and took the money out of them.

It was decided that a committee of five be appointed to wait on the Master Bakers and request of them that they make such a price on bread as would give the retail grocers a fair margin of profit and, if necessary, reduce the size of the loaf. It was also decided to ask that the various bakers refuse to supply bread to any dealer who should sell at less than a fair price that might be fixed by the bakers themselves and that would be satisfactory to the great mass of retail grocers.

Messrs. Doyle, Tietjen, Connolly, Edlin and McCaw were appointed as the committee to confer with the Master Bakers.

State Convention.

Secretary Connolly called attention to the fact that the State Association would hold its convention in Oakland September 24th and 25th, and that the San Francisco grocers would be called upon to elect delegates to that convention. Mr. Connolly explained the importance of the State Association to the organization of grocers in San Francisco and that one of the main reasons for organizing the Associated Retail Grocers was the fact that the organization controlled by Salomon and Krueger had refused to continue affiliation with the State body. Much interest was expressed by the various members present and unquestionably the full delegation will be chosen.

LOS ANGELES PICNICS.

The Los Angeles grocers cleared over $5,000 at their picnic on August 9th. In an extended account of the outing, the "Herald" says:

Quite a unique program of amateur sports was made out in advance, open to all that cared to join in the swimming, running and other races. In addition to this prizes ranging in value from $300 to a pair of shoes were donated to stir things up and enliven interest in the competition for the premiums.

"W. C. Longstreth, chairman of the committee for the arrangement of the games, had no trouble in pulling off some of the best events that have happened in the amateur line for quite a while.

"In the morning a baseball game had been arranged between the grocers and salesmen, in which the grocers proved the victors by a score of 6 to 2.

"The only occurrence that marred the pleasure of the day was a difficulty between rival trading stamp concerns, and trouble only was averted by the Playa del Rey authorities.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2501 Scott Street, San Francisco
Telephone West 1685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle **Robt. P. Greer.** Trade Mark.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street **San Francisco.**

1020 K STREET, SACRAMENTO

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.
Vice-Presidents: 1st, F. C. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.
Treasurer, G. A. Russell.
Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.
Secretary, R. D. Holmes.
Association meets the 1st and 3d Monday of each month at 8 o'clock p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

MANY NEW MEMBERS.

Oakland Association Doing Good Work With Its New Secretary.

The regular meeting of the Alameda County Grocers and Merchants' Association was held on Monday evening, August 20th. The meeting made up in enthusiasm what it lacked in numbers.

Secretary R. D. Holmes reported the following new members:

Bayne & Co., Alameda.

E. J. Lindwall (successor to P. M. Anton), Alameda.

E. S. Blackwell, Berkeley.

Secretary Holmes stated that he was satisfied that he could secure one new member per day, which would mean 25 per month for the next three months.

Convention Preparations.

George Hoffman reported that the arrangements for the reception of the State Association delegates was progressing nicely and that the Castle Hall of the Pythian Castle had been engaged for the convention.

Arrangements have been made with the Metropole Hotel for the banquet and accommodations could be made for 140. The hotel management had agreed to allow the delegates the use of the hotel parlors for headquarters without charge.

It was reported in order to secure funds necessary for entertaining the delegates a souvenir program would be issued. This program would be made up of matter of great value and interest to the retail grocers and would contain numerous half-tone illustrations. Enough of these will be printed to send from 10 to 250 copies to each organization in the State. As a result the program will possess a unique advertising value, since the matter it contains will be such as to render it a valuable reference work for association members.

Mr. Powers, editor of the **Advocate,** agreed to assist the Alameda County grocers in getting out their program.

The Alameda County grocers will not depend entirely upon the jobbing trade for funds, however. A call was made for volunteers to assist in supplying the necessary funds and without any delay the following grocers agreed to contribute $5 apiece for such a fund:

A. J. Nor, H. K. Duncan, F. C. Koerber, Gardiner & Mitchell, W. B. Thomas, L. Waranke, H. TumSuden, H. Hauch, J. E. Frazier, J. W. Palmer & Son R. D. Holmes, J. G. Reed, H. D. Cushing, Chas. Hadlen, Geo. A. Russell, Miller-Walker Co., A. Sutherland, M. P. Manning.

Wells-Fargo's Carelessness.

Complaint was made that the Alameda County's representative of Wells-Fargo & Co. had grown careless in handling of eggs and the result was that the percentage of breakage was unduly heavy. The secretary was instructed to send a letter to Wells-Fargo & Co., complaining and requesting they look into the matter and locate the responsibility.

Flour Question Raised.

Secretary Holmes, stated that his office had received numerous inquiries as to whether Sperry and Crown Mills were really prepared to maintain retail selling price on their standard brands of flour. The represensentatives of the other mills had called attention to the fact that the flour of these two mills was listed and protested that unless the Sperry and Crown Mills were prepared to protect the selling price on their goods an injustice was done those mills that did intend to stand by the retail grocers. Mr. Holmes further stated that he had written the mills in question, but had received no official response.

Mr. Powers stated that State Secretary Connolly had received letters from both these mills and they were fully entitled to the recognition given them.

August 10th, U. S. Consul C. P. H. Mason reports ahat the walnut crop of France this year promises to be the average both in quality and quantity.

Best People On Earth

EAT

Best Prunes On Earth

FROM

Best Place On Earth

Los Gatos
Cured Fruit Company

Growers and Packers

Fancy Santa Clara Valley Prunes

DIRECT
From Orchard where
GROWN
to the
DEALER

Los Gatos, California.

Write for prices. We guarantee satisfaction in every respect.
Give us a trial order.

We will sell it to you at the right price.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.

First Vice-President, Geo. B. Doyle.

Second Vice-President, J. S. Irvine.

Treasurer, J. F. Schomer.

Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.

Secretary, Frank B. Connolly.

ASSOCIATION NEWS.

PROGRAMMING OF CONVENTIONS.

Washington Grocers Urged to Carefully Prepare for State Meeting.

One reason why the State Conventions of the California retail grocers have resulted in such a thorough review of the trade necessities, has been because the State officers have given so much time and thought to the needs of the grocers and how to submit them to the delegates. The "West Coast Trade" of Tacoma urges a similar preparation for the grocers of Washington. It says:

"There is one suggestion that 'The Trade' would like to make, based upon the experience of preceding conventions, and that is that **all matters of business to come before the convention for discussion and action be carefully thought out beforehand by the** secretaries of the various local associations and the State secretary and **specifically enumerated in the program.** So much of the time is taken up in set speeches and reading of papers and so little time remains in the business sessions for the transaction of the business of the meeting that in the absence of any detailed enumeration of such matters many things that ought to have been discussed and acted upon are overlooked or forgotten until after the convention has adjourned."

Among the subjects suggested as valuable were the following:

(1) What action, if any, does the convention wish to take in regard to better financing the state association?
(2) Shall a state organizer be put in the field?
(3) What should be done with respect to the Pacific Coast association?
(4) Does the association desire and if so, how can it secure the more general establishment and maintenance of uniform retail selling prices on the part of manufacturers?
(5) How can the box car grocery and other peddlers be best dealt with?
(6) Does the association wish to take any action with respect to state garnishment legislation or the proposed Dixon bill before the national congress?
(7) Does the association wish to take any action with respect to state or national food legislation or enforcement?
(8) Does the association desire to again go on record in the matter of a parcels post or a one cent letter postage law?
(9) What action, if any, should the association take with respect to the crusade against premiums, coupons, prizes, etc., given by manufacturers of breakfast cereals and other goods?
(10) How can the trading stamp situation be best dealt with?
(11) What can be done to secure a more complete and scientific exchange among the various local associations comprising the state organization of credit information as to habits of pay of consumers and listing dead beats?
(12) Does the association wish to adopt any policy for dealing with jobbers who may sell to consumers?
(13) What can be done to eliminate goods that are short weight, count or measure?

To this should be added:

(14) What laws do the members desire to urge in the coming legislature?

ASSOCIATION NEWS

There seems to be a decided movement in Nebraska towards the formation of a state association.

Retail grocers of New Iberia, La., have taken steps to protect themselves against "dead beats" by publishing in the local papers there a warning to all who habitually refuse to pay their bills that their names will be published; therefore, they must cease their practice if they wish to maintain their good standing.

The Associated Retail Merchants of Georgia have presented to their Legislature a bill subjecting everyone giving trading stamps or premium coupons, whether a company issuing them or an ordinary dealer, to a $500 license.

HEYMAN-WEIL CO.

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH

One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

FREE DEAL

Blue Label Ketchup

Dealers who have not already placed their orders for Blue Label Ketchup through the representative of the Fred. F. Hobbs Co., should not delay placing their orders for future delivery. If you will drop us a postal we will have one of our salesmen call on you so that you can fill out your order to be shipped through any jobber you may select.

All orders placed with us for future delivery entitle you to 50 cents per case rebate on pints and 25 cents per case on half-pints and quarts.

Remember Curtice Bros. **Blue Label Katchup** is packed 25 pints and 25 half-pints to a case. This secures you an additional profit.

FRED F. HOBBS CO.

NORTHERN CALIFORNIA REPRESENTATIVES

Temporary office, 922 Franklin Street . . . Oakland

Phone 6319

FLOUR.

No Question of the Stability of Profits of Retailers on Flour.

The grocers of San Francisco and other cities around the Bay can be sure of a profit of from 20c to 25c per sack. They are indebted for this to the men who constitute the Associated Retail Grocers and to the wide awake, aggressive retail merchants of Alameda County.

The first mill to protect the price of its flour was the Globe Grain and Milling Co. The Del Monte and Port Costa Mills were the next to give the grocers assurance of a profit on their flour. For more than a month now the flour of the Sperry and Crown Mills has been protected.

Secretary at the last meeting of the Directors of the State Association reported that he had received the following letters:

(Circular Letter of Sperry Mills.)

San Francisco, April 17, 1906.
Mr. Frank B. Connolly, Secretary California Ret. Gro. & Mer. Assn.

Dear Sir:—It has always been our policy to assist the retailer in maintaining a fair margin of profit in the handling of our different brands of flour and to stop needless cutting.

In line with this policy, and by request of a large percentage of our customers, **we have concluded to adopt a uniform price at which our different brands shall be retailed.** We would ask your hearty co-operation in our effort to establish for you a reasonable return upon your investment. The prices to go into effect at once are as follows: "Horace Davis Roller, $1.45 per sack; Sperry, $1.30 per sack; Drifted Snow, $1.30 per sack; Golden Gate, $1.30 per sack Royal, $1.25 per sack; Eagle, $1.20 per sack.

Thanking you for past favors, we remain, Yours truly,

Sperry Flour Company.

(Letter from Crown Mills.)

San Francisco, August 15th, 1960.
Mr. Frank B. Connolly, Secretary Calif. Retail Grocers' & Merchants' Assn., San Francisco.

Dear Sir:—It is our purpose to stand loyally by our agreement and maintain the selling prices of our brands of flour. Any one making assertions to the contrary does so unauthorized by us by either action or speech on our part. Our past record should be a guarantee that we mean what we say.

Very truly yours,

Stockton Milling Co.

(Circular letter accompanying.)

San Francisco, April 17, 1906.

To The Trade—We have uniformly based the conduct of our business with a view to identify our interests in the handling of flour with those of our patrons and friends of the Crown Mills. When differences arose we have consistently endeavored to adjust such in a spirit of fairness and to promote cordiality in the full consideration of the circumstances as developed.

We have concluded that it will be for the benefit of the trade that a minimum retail price be established in the sale of our brands of flour.

We hope that this course will prove agreeable and in the end profitable.

We quote as follows: Crown Flour, $1.30 per ¼ sack; Triumph, $1.20 per ¼ sack; Bear, $1.20 per ¼ sack.

We remain, Very respectfully,

STOCKTON MILLING CO.

These letters should satisfy the doubters that the mills are prepared to help in making flour a profitable article to handle.

SECURE VALUABLE AGENCY.

The John H. Spohn Co. are Appointed U. S. Agents for Tropic Trust Co..

The John H. Spohn Co., which recently returned to San Francisco and opened elegant offices at 50-52 Clay street, have just received the appointment as United States agents for the Corporate Seal Brand of Pineappie put up by the Tropic Fruit Co., of Hawaii.

This article is put up in 26 oz. glass jars with the vacuum metal top. The various styles consists of long diced, and sherbet.

These goods are something entirely new to the trade and very attractive. The quality appears to be superior to anything heretofore placed on the market.

Shipments will begin to arrive in about two weeks.

RETURNING TO SAN FRANCISCO.

The Alpine Cream Co and the F. F. Hobbs Co. Secure San Francisco Location.

One by one the firms that made for San Francisco's commercial supremacy are returning and securing homes at or near their old location.

Among the latest to make arrangements for a new San Francisco home are the Alpine Evaporated Cream Co., makers of the popular Alpine Cream, and the F. F. Hobbs Co., merchandise brokers, who have secured commodious offices at 26 Steuart street, where they will be "at home" after Saturday.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

J. H. NEWBAUER & CO.

Importers and Wholesale

GROCERS

430-432 Fifth Street

P. O. Box 489 San Francisco.

The reorganization of our business has been rapid, and our deliveries are again assuming normal proportions. We are therefore prepared to fill orders for the general line of groceries, cigars and tobacco. Send us your orders, and same will have most careful attention

Watch us Grow!

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Schillings Best, 1-lb. cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb. cans	.30
Rumford, 3-lb. cans	.75
Rumford, 5-lb. cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb. sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

TOBACCO IN CHINA.

American Consul at Amoy Gives Some Interesting Details of Types Mostly in Demand.

Consul George E. Anderson responds to a large number of inquiries as to the possibilities of building up a trade in American leaf tobacco in China, which he says are doubtful. Mr. Anderson's letter from Amoy in part reads:

Already there is considerable business done in foreign leaf, Shanghai alone importing $150,000 worth last year; but this was mostly for use of foreigners. The real Chinese trade is not reached. When it is considered that the same port imported through the customs alone $1,250,000 worth of prepared native leaf and over $333,000 worth of native leaf, with probably a similar or even greater amount of each imported through the likin routes, it can be seen that the real tobacco trade of China is enormous. But the greater portion of the tobacco consumption gets into no trade returns, for the leaf is grown and prepared among the mulberry trees), cured, and consumed on farms, or consumed by the men, women and children of the nearby villages. Thus American leaf tobacco would necessarily compete with the cheap native tobacco and the combinations of foreign concerns.

The sale of foreign prepared tobacco in China in 1904 (the latest figures available), reached $2,300,000 gold, practically all in the shape of cigars and cigarettes, in which American enterprise had the largest share. Early in the development of this trade the American interests concerned found it advisable to manufacture cigarettes in China, and a factory was established in Shanghai. After using imported leaf for a time Chinese leaf was largely adopted, and is being extensively used. At the same time the increase in the use of foreign tobacco and cigarettes ought to have a favorable effect on imports from the United States. But with the trade in powerful hands, American independent exporters will not find an easy market. Last year Amoy imported 4,013,400 pounds of leaf tobacco, valued at $12 to $20 Mexican per picul (133⅓ pounds), the re-exports being 346,700 pounds. Practically all came from Shanghai, Hankow, Wenchow, and Changchu. This tobacco is light in weight, and probably only a light American leaf could be sold here, and that mostly for blending. Most foreign prepared tobacco is too strong for the Chinese smoker, who uses a long pipe with a very small bowl. The tobacco business of Amoy is largely in the hands of a score of native firms.

BEAT THE TRUST.

There is one dealer in New York who long ago demonstrated that he was not afraid to stand up and fight the Tobacco Trust and its millions, single-handed and alone, and that man is I. N. Maaskoff, formerly known in trade circles as Maaskoff, the Trust Fighter.

To the tobacco sausages and other inferior products of the trust he applies the knife unsparingly, but always with a purpose, and that purpose to kill the brand so far as his vicinity is concerned.

A few years ago, while Maaskoff was located on Broadway, the trust sought to boom a brand of clear Havana cigars which had been acquired from a former independent firm and which at one time enjoyed considerable favor. The trust caused thousands of samples of this brand to be distributed in the office buildings in the vicinity of the Maaskoff stand and it was most prominently exploited in a number of trust stores in the neighborhood. Then Maaskoff got busy. He bought a job lot of this brand at a mighty low figure and then with bulletins, with cartoons and with cut prices he began the slaughter.

So effectively did he do the work that he effectively killed the brand, not only in his own locality but throughout Greater New York, and the trust has never since dared attempt to resurrect it in this section.

CIGAR STORE INSURANCE.

The Cigar Dealers' Association of America has been securing data from the allied bodies in San Francisco concerning the insurance situation, and as a result the members of the association all over the country are being advised by their officers to cancel all policies with fire insurance companies which are dealing unfairly with their San Francisco policy holders, and to re-insure with companies that are meeting their policies dollar for dollar.

Late mail advices from the Pacific Coast contain the news that all of the German companies are stubbornly holding to their determination to take every possible advantage of earthquake clauses and other technicalities for evading payment.

Although adjustments have been made with a large majority of policy holders, payments up to the present time are few and far between, the insurance companies claiming the privilege of withholduing payment for 60 days after the date of adjustment.—Tobacco.

TOBACCO IN DIPLOMACY.

Whatever people may say of the noxious effects of the weed, it has certainly played a great part in diplomacy in the last two hundred years. The wily red Indian knew what he was doing when he originated the pipe of peace. Second thoughts are always best, according to the venerable maxim, and while a cigar is being smoked the harsh retort often resolves itself into the retort courteous. Many a time has the fragrant weed smoothed a zealous diplomat and led to a better understanding of some nice international point an dso dispelled a threatening war cloud.—New York World.

ROCHDALE STORE PROSPERS

Vallejo, Cal., July 27th.—At the regular semi-annual meeting of the stockholders of the Vallejo Rochdale Cooperative Store, President E. B. Hussey presented his report on the work of the association and store in the past six months. It showed that the store is in a prosperous condition and is doing a good business. After the business meeting had been finished, an enjoyable musical program of vocal and instrumental musical unmbers, was rendered. Light refreshments of ice cream and cake were served to those present.

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Watch the leaks.

Do not make the same mistake twice.

Let your name be a guarantee of excellence.

Don't let the tea and coffee peddlers get your trade.

Don't let the trade fall down as the summer nears its end.

Learn to say no! It will be worth many a dollar to you.

Sarcasm is one of the surest ways of driving away patronage.

The French sardine catch is late and promises to be a failure.

The hustler always succeeds, if his hustling is of the right sort.

Push collections. Don't let an account get too large or too old.

Don't be "just out" of an article too often. It may cause distrust.

Misrepresentations may sell goods, but it will never make customers.

The business of a merchant is commensurate with his hustling abilities.

Some men only keep a store, while others make it so their stores keep them.

Fresh paint adds wonderfully to the appearance of things and don't cost much.

Late advices from Italy say that there is a promise of a smaller crop of olive oil this season.

Groceries arranged in an out of the ordinary and tempting manner are already more than half sold.

In advertising remember it is the women mostly who do the buying. Appeal to their point of view.

If you sell on credit, don't fail to charge; it is not every customer that will tell you of mistakes of this kind.

Reports from all almond producing countries indicate a short crop this year and as a consequence prices very firm.

Don't do the work of an errand boy just to save the expense incident to the employment of the messenger and delivery boy.

Figs show some variation in quality, when packed for retailing, that dealers cannot be too careful when inspecting samples.

If a man is a good shower of his goods, you can be sure that he needs no cellar for them; but if he isn't, he needs a mighty big one.

Isolation tends to make a man narrow. Association with one's fellows widens the horizon. Organization increases individual efficiency.

Make every customer feel that you are giving your personal attention to seeing that she gets what she wants when she wants it. And do it.

If your store were to be a scene of a disastrous fire tonight what kind of shape would your insurance be found in? Be ready for fire all the time.

Has your bulk craker business suffered through the heavy increase in the sales of package crackers, or has the latter demand simply increased?

It isn't always the bird with the longest bill that eats the most cherries; nor is it the salesman who talks the longest that sells the most goods.

The man who thinks he can impose upon you will usually impose to the very limit. If he understands that he cannot he is more likely to respect you.

Make up "quantity prices" for the big buyers. There is no reason why you cannot sell canned goods by the case as well as the catalogue houses can.

You may question the adage that "goods bought right are half sold," but you cannot question that goods well displayed are more than half sold.

Keep your books up to date so that yo uneed not keep a customer waiting to give him a statement of his accounts, if he should call for it unexpectedly.

Liven up the windows, make a constant change, mark the prices on goods displayed in good, plain figures and you will find a remedy for the quiet trade.

See that goods are delivered in plenty of time for dinner. If they are late the housewife will be displeased, and she won't let it occur many times.

A good salesman is not always a good collector. It is an accomplishment to be able to sell goods, and

Carnation Cream Sales

SALES

Continue to Grow

EVERYBODY WANTS

Carnation Quality

TAKE NO CHANCES — SELL

CARNATION

AND BE THE MODERN MILKMAN

PACIFFIC COAST CONDENSED MILK CO

Manufactures, Seattle, Wash.

JOHN H. SPOHN CO,, Agents,

50-52 Clay Street.

San Francisco, Cal.

equally as great one to be able to collect them.

Notwithstanding the preference of some consumers of sardines for small fish, the larger sardines are preferred by good judges, as they are of better eating quality.

Show your clerks that you take more interest in them than just what you get out of them. It will make better clerks and it will be money in your pocket.

Keep your eye on your treasury.

It is not a case of "love's labor lost" when you pay attention to your windows. It means a little more work but with great returns.

Every grocer should make it a point to visit the market every season and get into close touch with his jobbers, that he may better understand the situation and the prospects.

A well lighted store, and a good window display is an attraction that no housewife can withstand, and when the interest is once aroused it means in many instances a sale.

The Japanese tea plant furnishes as the first picking a type of leaf no larger than the small fingernail, and it costs $2.50 a pound. The wealthy Japanese use the bulk of this picking each season.

The Chicago market is reported to be practically bare of stocks of dried apricots and peaches, being more closely cleaned up than has been the case at this season of the year for a number of years.

The food value of honey is twice that of pork, pound for pound, and it is the only sweet that may be eaten in any quantity for a long time without interefering with the proper action of any vital organs.

Assortments to retail at $1, $3, $5 or any other figure are used a great deal by the retail catalogue hosues. Make up assortments yourself. Get a catalogue and see how nearly you can duplicate its assortments.

Mirrors in the window make the best partitions and backgrounds. Some dealers use them in narrow strips, below the level of the eye. Others employ mirrors rising some three or four feet from the window floor.

Have an hour for the opening of the store and for the different clerks to assemble. Have an hour for your own arrival and live up to this policy, having it understood that a good excuse must always accompany a late clerk.

In their anxiety to do a big business some merchants forget that, while goods are not intended to be kept on the shelves for any length of time, it is better to have them there than to have accounts that cannot be collected.

Probably never before have supplies of canned salmon in the hands of dealers and packers been so completely exhausted. According to reliable authorities the new pack of various sorts and grades will come upon a practically bare market.

Grocers should think to look out for their guaranty as to purity of goods bought from manufacturers. The provisions of the pure food law exempt the retailer from prosecution when he can show a guaranty from the manufacturers as to purity.

Much time may be saved by having the stock systematically arranged. Not only that, but a sale is sometimes missed by the stock's being out of place. If each line has its particular spot and is kept in it, the clerks can tell in a minute just how much stock there is on hand.

A thorough acquaintance with the goods is a safeguard against loss in handling them. It is equally true that the salesman's ability to describe methods of culture and packing adds materially to his success in selling goods. The public puts confidence in the grocer who knows groceries from plantation to cup or plate.

If there ever was a time when the retailer should get busy on his collections it is at this season of the year. The crops are bounteous and your farmer friends will have barrels of money. You have been carrying them all through the summer, perhaps since last fall. It is high time for the day of reckoning.

The merchant should call his clerks together semi-occasionally for the purpose of giving them information regarding stock, handling and the manner of approaching customers and effecting sales. Not only do the clerks benefit by this experience, but some of the clerks can often give the boss hints and suggestions that will be worth a great deal to the business.

In the city or in the country there may be malarious symptoms showing themselves, particularly in the country. For these there is nothing better than coffee as a morning drink, this beverage acting as a sort of natural disinfectant of the human system. A cup of coffee, properly prepared, is the safest thing to swallow if one is about to spend several hours in a fever stricken district.

Scheer, Morehouse & Grandi,

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco, foot of Spear St.

Dodge-Sweeney & Co.

Hathaway Wharf, San Francisco
FOUR BLOCKS SOUTH
FROM FERRY DEPOT

Shippers please send all consignments to San Francisco unless otherwise requested

KELLY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFFED RICE
PROCTER & GAMBLE CANDIES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

MAKING COFFEE PAY.

Suggestions of An Expert That Are Worthy of Careful Thought.

The problem of how to do a profitable and satisfactory coffee business by retail merchants has been found by many a perplexing one.

The general merchant who has to purchase a varied assortment of merchandise is hardly expected to be a coffee expert. This item, as well as tea, is about as difficult for him to judge as any merchandise he has to deal with, for the reason that appearance or style of the article is of secondary importance.

All coffees have to be ground, or their real value cannot be determined by the expert or the consumer, and all ground coffee looks alike with the same degree of roasting.

Judging the Quality.

The size of the bean, regardless of drinking quality, has been made of so much importance by the retailer that a large bean coffee commands a much higher price than the small bean of the same variety. The latter, in many cases, by reason of the manner of curing, soil or altitude grown in, may be far superior in drink, and that is what a discrimination consumer pays for—not appearance.

It is a well known fact that a better drinking coffee can be produced by intelligent blending of several varieties. Here is where experience is required. To have a uniform blend of the same grade at all times, requires the services of an expert.

Low Grades Should Pay.

It is a mistake to handle low grade or cheap coffees at cost, with the view of making the good custsomer, who calls for a good grade of coffee, pay an excessive profit in order to average up on profit. Why should a dealer make concessions to an unprofitable customer at the expense of a more desirable one? A dealer is entitled to legitimate profit just as well on low grade coffee as he is on the better grades.

Educate your customers to keep away from low grade coffee full of black or decayed beans.

A farmer does not reserve decayed potatoes or apples for his own use, why should he use a grade of coffee full of decayed and disease breeding beans?

The present prosperous condition of our country offers no excuse for the demand for a grade of coffee that even a poorly paid workman of Europe rejects. Push and keep pushing sound to medium high-class coffees.

Roasted Coffee Deteriorates.

It is poor economy to stock up on roasted coffee simply because the market is advancing. Roasted coffee deteriorates very quickly, especially in the summer time. To demonstrate, allow a barrel of roasted coffee to stand in your store room for one month during the summer season, and you will find it will have increased in weight from between two and three pounds.

When flour, butter, eggs and other commodities advance, do you not, as a rule, advance with the market? Why not do the same with coffee?

Guard the Quality.

A great many make a mistake after having worked hard to establish a sale for a certain grade of coffee to replace it with a lower grade on an advancing market in order to be able to have coffee at the same price without informing the customer that the grade has been changed.

It is of prime importance to always be in a position to offer a customer fresh roasted coffee, which can only be done by having the supply come in frequent and smaller shipments.

We know of a number of retail dealers who have had excellent success in selling coffees by strictly adhering to the foregoing ideas, and keep pushing good grades at all times, and even purposely buying extremely poor coffee for the lowest grade in order to switch their trade to the better grades.

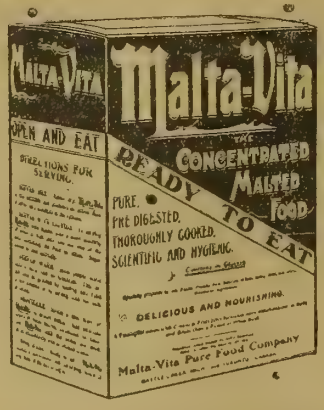
Advantage of Packages.

The trend of the trade is to handle roasted coffee in one-pound paraffined, moisture-proof cartons. Roasted coffee retains its flavor for a much longer period packed in this manner than in bulk, as it is protected against dust and foreign flavors, gives better satisfaction, and stops the loss in over weight. A roaster is compelled to to furnish a uniform drinking coffee where coffee, under his own brand, goes to the consumer, or his output will dwindle. If you are not now handling good grades of coffee in packages, try it and watch results.

The Eastern peach crop is one of the largest in years. In only one previous year has the Georgia crop been larger. The Delaware crop is going to be large. In Maryland a good yield is indicated and New Jersey will have an abundance this year. Connecticut reports a good crop coming forward. These excellent crops in the East offset the comparatively light yield in California.

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Locally the market shows no change.

New York, N. Y., Aug. 23. —Raw sugar saw a decline of ½c. during the week but is firm at 3⅜-3 7-16c. for 96 deg. centrifugal. Granulated is steady at 4c.

New York, N. Y., Aug. 7.—M. G. Wanzor & Co., report: "Cuba raw sugar for August shipment brought 3.83 early in the week. On Friday, refiners took over 50,000 bags at 3.89; 20,000 bags of Demeraras and 30,000 Porto Ricos at 3-7|8c. The refiners have been ready to take all sugars offered at the advanced price but holders withdrew their offerings expecting further advance. There are not enough Cubas, Porto Ricos, San Domingos or other cane sugars on this side of the globe to fill the gap that has been caused by this year's large consumption. To get the additional raw supplies necessary we will have to make up with Europe's beets that part we cannot get from the Java cane fields. We believe that the raw sugar market is good for further advances as there are still three big sugar consuming months before us."

TEA

M. J Brandenstein & Co., say:

"Congous are high with a slight advance noted in recent advices from the orient. North China is about 3 cents higher than at this time last year.

"Japan teas are steady in price. Gunpowders and China greens show slight advance with a reported heavy shortage."

New York, N. Y., Aug. 7th. — J. B. Brown & Co. report:

Home Market.—Green teas are holding especially strong and are in small supply. Congous seem to be well maintained and rates are firm. New crop Japanese while selling moderately well nevertheless held strongly, too much so to warrant brisk business.

Japans.—Cables quote a strong market with an upward tendency. Japan Dusts, Fannings and Nibs are briskly bid for by Russian brick tea packers for the inland Russian trade, and reports from producing countries are to the effect that there will be a short supply of Dust, Fannings and Siftings with considerably higher prices.

Formosas.—Prices remain firm and a fair amount of business is reported as being transacted for shipment to the United States. There will be a time when summer teas are to be secured when there is expected to be quite a rush for these kinds, as they are popular and the prices of other pickings having held steady until this date the chances are that the summer teas will be sold at an advance over prices ruling today. At the advance, however, one will secure better leaf and cup quality.

Congous.—Shanghai tea men report grades running 15c down as being inferior and somewhat broken. The cup quality of the medium and better grades is desirable.

COFFEE.

New York, N. Y.—Volney Green & Son report:

There has been a steady advance in prices accompanied with considerable excitement as the news from Brazil began to show fair possibilities of the passage of the Valorization bill. The sales have been very heavy, and the stocks of desirable coffees have been reduced to a minimum. The situation favors higher prices."

RICE.

M. Philips & Co. report under date of Aug. 20th:

"The only marked change on rice since our last report of Aug. 7th is shown in prices on Fancy Heads. These grades are very scarce and prices have advanced from ¼ to ½. We expect prices to hold until the new crop is marketed.

"ISLAND RICE remains firm as well as all other grades."

Dan Talmage's Sons' Co. report:

New York, August 14th.—The demand of the week has kept well up to the average, and in fact a trifle ahead of previous seasons, as stocks throughout the country in the hands of the trade are undoubtedly light, since all orders that are coming in call for prompt shipment.

"Supplies in first hands continue very meagre and the assortment rather poor; so that as lots are sold, qual-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

CALENDARS

$2.50 to $10.00 per 100.

Reductions on Big Orders.

ALL SIZES
MANY DESIGNS

Samples at our Office

THE RETAIL GROCERS ADVOCATE

Phone West 3067.

1714 Webster St. San Francisco, Cal

ities next below are pushed up in price which denotes firm and strengthened conditions.

"Advices from the south report the growing crop as doing well under the recent rains. Unless some unfoward condition occurs during the harvesting period, there is every reason to anticipate a successful out-turn. There is a fair movement on the Atlantic Coast, but at New Orleans it is really a question of lack of supplies that keeps back an active demand, hence market very strong.

"All the news from the interior—southwest Louisiana and Texas— is favorable to the growing crop, and shows that they are recovering finely from the effects of the early drought.

"Cables and correspondence from abroad report slow movement on account of light spot supplies, but firm market."

CANNED FRUITS

The canned fruit market is in most favorable condition for the wholesalers. All the packers are sold out, and the former now entirely command the situation. A strong and high market is freely predicted.

A pronounced average has developed in yellow peaches and lemon clings. It is practically impossible to buy them in large quantities singly. Baltimore packers have advanced yellow peaches 10 cents above the opening quotation.

The jobbers are waiting anxiously to learn on what lines and at what prices the Canners will again make quotations.

Portland, Or., August 8th. — The "Journal" of this city says:

"Conditions in the canned fruit market are sensational. Many conditions enter into making this season one of the most extraordinary in the history of the trade. In California the canners report that in the first place the fruit crop was very short. Then there was a deficiency in quality. Hot weather caused a considerable part of the crop to spoil in the orchards. Delays in the handling of fruits by the railroads cut down the product considerably more. At last report the price of fruit has advanced to such a high figure that canners are holding their breath with astonishment. Most of the large canneries of that state have already withdrawn all prices on canned fruits. Before this action was taken prices on best grades had advanced fully 50c. over the opening—and these figures were considerably over the prices ruling a year ago. Now comes the announcement from the south that deliveries to jobbers will be about 40 per cent short of their orders. The principal shortage is in cherries, pears, peaches and apricots. In the future, for this season at least, it is said, that no more orders for straight carloads will be accepted by the canners no matter the price. This in itself shows the extent of the shortage of supplies and the great firmness in the market."

ASPARAGUS.

"To one know [illegible] are of deliveries will be [illegible] canners.

CANNED TOMATOES.

Baltimore, Md., August 10th. The "Trade" reports:

"Tomatoes remain much as they were at the close of last week, with 65c as the general value for Standard 3's and 72½c for fair socks. The inclement weather has resulted in increased firmness of the market for futures with several packers withdrawing prices. The inside prices for strictly Maryland 3's are 75c. Some rejected stock, said to be artificially colored, is offered at 72½c."

Baltimore, Md., August 4th.—Thos. J. Meehan & Co., report:

"Every cannery in Baltimore is now at work full time on tomatoes and [illegible] tomatoes from [illegible] which caused a [illegible] in the market with [illegible] prices next week. For future delivery prices on tomatoes are [illegible] Should there be a [illegible] or prices, we [illegible] the [illegible] first [illegible] for forward shipment.

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop



Guessing

Handle the article that you know is Pure and Good.

Handle the article on which you are sure of a **legitimate profit.**

Grogan's Purity Olive Oil is the best that can be made and [illegible] strictly safeguarded.

Costs Less——Pays You More!

Get from your jobber or send to maker.

CHAS. P. GROGAN,

Sole Maker

1711 Alboin St., Los Angeles, Cal.

CANNED CORN.

New York, N. Y., August 8th.—Special correspondent of the "Trade" reports:

"The market for both spot and future deliveries is firm although trade is quiet. Wet weather has seriously damaged the Maine crop. Unless there is more sunshine the output will probably be not more than 30% of last year."

DRIED FRUITS

The situation in this State is a most favorable one from a grower's standpoint and the indications are that although in some lines grades are not as heavy as usual the net results to the growers will be far above the average. The situation in detail is about as follows:

Apricots. The crop in the State will not exceed 3000 tons as against six or seven times that quantity a year ago, nearly all of which have been purchased from the growers and a large proportion of them resold by the packers. Prices have ruled high but the small quantity produced has been wanted by the trade even at the extreme figures.

Apples. Apple drying is far enough advanced to confirm the opinion expressed earlier in the season of a good crop and it is confidently expected that lower prices must rule owing to the fact that the trade in our product is restricted practically to the Pacific Coast this year because of the extremely large crop East and the consequent low prices for their product. The market today is 7 to 7½c. per pound, but a reduction is predicted by those in the best position to know.

Peaches. The crop in the State is not a large one. Estimates vary anywhere from ten to sixteen thousand tons. Possibly the former is too low and the latter too high but judging from the slight interest shown by the trade it does not matter, however, for there will probably be plenty to go around. The market is steady and prices ruling from 8 to 9½c as to quality, with just about enough demand to absorb the offerings of the growers. Future developments are awaited with interest as opinions amoung the packers as to the probable prices that will rule later vary greatly.

Prunes. There is no doubt the Prune crop of this State this year will prove to be a record-breaker for tonnage provided no unfavorable weather rules during the curing season. It is believed that the crop in this State will exceed two hundred million pounds in addition to a crop of Italian Prunes in Oregon and Washington estimated at from thirty-five to forty millions. Future sales have been heavy, demand still continues good and prices have reached a point where they look good from the speculators standpoint. A continuance of the present demand will, it is believed, take a good share of the early output before the crop is cured.

Raisins. The crop will be larger than last year by ten to fifteen thousand tons but owing to the low prices placed upon Seeded goods by the manufacturer early in the season there has been the heaviest forward business ever known and at today's prices the consumer is getting his Seeded Raisins at a figure hertofore unknown, with the result that he is takthem very freely and prices will probably be no lower, may be higher.

The growers in the San Joaquin Valley are getting a price for their raw product that is putting the growing raisins on a more stable basis than it has been for several years and they consequently feel that there is no need of an Association when the crop can be marketed at such good prices as is the case this year.

RAISINS.

Fresno, Calif., August 14th.—Most of the raisin growers who have not already sold are holding their raisins for a 3½c sweat box basis. The large commercial packers who sold short in order to cause trouble for California Fruit Canners Association are finding that they cannot pick up the fruit at 3c or less as they thought they could. They are now said to be offering even 3¼c which is the basis established by the California Fruit Canners Association and which makes the selling price of 6c on fancy seeded raisins in one-lb cartons. The California Fruit Canners Association is still offering to take raisins from the growers on a 3¼c sweat box basis and it looks as if the commercial packers who sold short are facing a decided loss.

San Bernardino, Calif., August 7th.—Large quantities of Muscat grapes will be shipped East this year green instead of being dried for raisins.

PRUNES

A leading dried fruit interest says: "Buyers have been trying to get prunes on a 1¾ cent basis, but have

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS.

Alpine gives the Dealer a Profit. It pays you to handle it.

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.
Temporary Office
922 Franklin Street, Oakland Factory: HOLLISTER, CAL.

RIPENED
BY MATURITY, IN
ABSOLUTE PURITY

HUNTER

BALTIMORE

RYE

OBTAINS ITS
SUPERB BOUQUET



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

been unable to secure any. It is reasonable certain now that the market will shortly settle down to a 2¼ cent minimum."

Gilroy, Cal., August 19.—While there was a marked shortage of apricots, of peaches, prunes, pears and grapes there is going to be more than a fair crop. The cloud that has appeared out of the sky for the orchardists is the dropping in the price for prunes. This has been without real reason. There are two ostensible causes, the first being that in the East they buy very little dried fruit during the time the fresh fruit is in the market. The second cause for the drop is that when the Eastern sales are growing light the brokers send out discouraging reports to the growers with the hope and intent of inducing them to sell this year's crop at a reduced figure. Timorous persons are frightened, and are thereby robbed because of their timidity, and the broker or packer pockets the coin. Every sale under such circumstances helps to drag the marketdown.

The only way to correct such a state of affairs, is in combination of growers. The Prune Growers of Rucker have acted on this belief and on last Saturday formed an association and will hold the crop for a raise in price."

DRIED APRICOTS.

Santa Ana, Calif., August 9th.—Buyers are offering 13½c for dried apricots. The growers are holding for 15c.

Yuba, Calif., August 8th.—Mr. Horton has sold his cots at 14c per pound.

San Bernardino, Calif., August 7th.—The apricots raised in this district were readily sold at 13 to 14c per lb.

NUTS.

New York, N. Y., August 4th.—Hills Bros. Co. report:

"Almonds continue unusually firm. Tarragonas still offering in a small way at 15 cents for prompt shipment. Shelled almonds , both Jordans and Valencias, show a further advance of 1 cents per pound over our previous quotations. Jordans being still below the parity of the market in Spain, with Valencias totally exhausted abroad. Much higher prices are spoken of for the new goods, owing to the small crop.

"Walnuts are unchanged, with available stocks of old crop small, and not sufficient to last until the new arrive. In new walnuts, the crop of Grenobles is expected to be somewhat larger than that of last year. Chilis are unchanged: the quality is excellent, and they are giving entire satisfaction. Brazils have again advanced, and large now offer at 11c, mediums at 10½c for prompt shipment.

HONEY.

Chicago, Ill., August 4th.—J. A. Lamon reports:

"A few small lots of comb have arrived, selling at 16c to 17c. Have had considerable demand for new stock and have booked many orders for fancy comb at above prices. We look for a stiff market to continue all through the season, owing to the scarcity of California extracted. This article is being quoted at 1 to 1½ cents higher than the opening prices last year. Last year's crop is about all cleaned up."

BEANS

Adopf Koshland reports under date of August 2nd:

"The market is very strong for pink beans. They are firm and still tend upwards, and since they are even now the cheapest variety of beans on the list, and in not too generous a supply, the expectation of still higher prices may be justified.

A canvass of the bean section leads to the conclusion that the acerage planted to pink beans and to Lady Washingtons is smaller this season than it was last year, and consequently a smaller crop must be expected of these varieties. A surprisingly large acreage is in bayo beans, and the price of this variety will rule much lower during the coming season.

"The crop of lima beans promises well; growers, however, are not eager to dispose of their crop at this time. The crop of small white beans will probably be about the same as last year, while black eyes should be considerably more plentiful than last year."

CANNED SALMON.

Seattle, Wash., August 18th.—The "Trade Register" reports:

"The total Alaska salmon pack is estimated about the same as last year, while a few think it will be less. The pink pack now appears to be around 125,000 cs. shy. While the Sound sockeye pack over and above 166,000 cs., and the silver pack only a guess for several weeks; the Columbia river pack shy, and northern British Columbia shy, it looks difficult for central

A Summary of Bowser Advantages

ALL-METAL, UNBREAKABLE GALLON PUMP

GALVANIZED STEEL TANK

BRASS VALVES

SELF-MEASURING DEVICE

ANTI-DRIP NOZZLE

COMPUTER

FLOAT INDICATOR



Combined, they give you a **self-measuring, self-computing oil outfit**, with which, at one operation, you can pump and measure gallons, half-gallons or quarts as desired, directly into your customer's can, without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank, and just what quantity is emptied into it.

SEND FOR CATALOGUE BB.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

ard southeastern Alaska and the Fraser river increases to make the Coast pack equal that of last year. Alaska packers will probably hold off prices as long as possible.

"The Bell-Irving Co. named prices last Saturday on sockeye as follows: $1.50 for tills, $1.65 for flats, and $1.05 for halves.

The Deming & Gould Co. is expected to name the same prices next week and others will probably follow.

The Sound sockeye pack by canneries, from reports received to last Saturday, is about 166,000 cs. The figures given will probably show some changes when complete detailed reports are received. Our estimates are as follows:

Cannery	½-lb. flats	1-lb. flats
Pac. Am. Fisheries	35,000	37,000
Fidalgo Id. Pkg. Co.	15,000	1,750
Alaska Pkrs. Assn.	11,500	*30,000
Bellingham Canng Co.	11,500	5,000
Ainsworth & Dunn	11,000	3,500
George & Parker	10,500	4,250
Apex Fish Co.	8,500	1,250
Wadhams Pkg. Co.	7,500	7,250
Porter Fish Co.	6,000	1,000
W. A. Lowman	5,160	550
Smiley & Sims	1,650	4,350
Manhattan Canng Co.	No report	
Wadhams-Curtis C. Co.	1,750	.....
Schoone Canning Co.	1,500	.....
Totals	132,550	99,600

*Includes 1,000 cs. 1-lb. talls.

Figuring the halves to 1s, or 66,275 cs., the total pack, as estimated, is 165,875 cs.

"The last report of the Fraser River sockeye pack was 160,000cs., and canners expect another good run before Sept. 1, when the season closes. The top price paid fishermen was 10c each.

The Columbia river run last week showed some improvement in both upper and lower districts, with the tides on the increase. To Aug. 11 the pack was about 240,000 cs.

New York brokers raised red Alaska 2½c Aug. 6, to $1.02½, orders from interior markets improving as well as the local demand for reds, sockeye and chinook flats and halves. Jobbers were disappointed because prices on reds were not named.

The Corby Commission Co., of New York, announces B. C. Pkrs. Assn. opening prices on Fraser river sockeye as follows: **$5.75 per cs. on talls, $6.25 on flats and $7.75 on halves: Rivers Inlet: $5.50 on talls; f. o. b. Coast."**

AMERICAN SARDINES

New York, N. Y., August 7th.—Joel Frye & Co. report:

"There has been a continued scarcity of fish at the factories. Supply of Ordinary Standards has been about equal to demand. Key goods have been scarce, but will be more abundant the latter part of this week. Reports from fishing centres are that indications for packing are better than they have been the past few weeks. Present market values: New Pack, 1906, ¼ Oils, Drawn Cans, Standards, $3.50; ¼ Oils, Keys, Standards, $2.65; ¼ Mustards, Small Size, $2.40; ¼ Mustards, Large Size, Drawn Cans, $2.60; ¼ Mustards, Large Size, 3-Piece Can $2.40; ½ Oils, $4.75; ½ Mustards, 50 cans to case, $2.15; ¼ Tomatoes, Oil Size, $3.25. Some New Fancy Pack ¼ Oils, Drawn Cans, are now offering at $3.25; a limited quantity of fancy packed Wrapped ¼ Mustards at $2.90 to $3.00 per case."

CANNED OYSTERS.

Baltimore, Md., August 10th.—The "Trade" reports:

"The probability is that Cove oysters will be somewhat higher during the coming Fall and Winter than they were some time ago. In a year or two Maryland oysters will once more produce a crop that will reduce values."

FISH

New York, N. Y., August 14th. —Strohmeyer & Arpe Co., report:

Sardines and sprats have been selling very freely at advancing prices. The catch of sardines in France is the poorest on record. None are being caught and stocks in France are virtually exhausted, while the stocks here are very limited. Portugese sardines have been selling very well and there is no small fish being caught now in Portugal. Sprats have been selling exceptionally well and stocks abroad are virtually cleared and here the stocks are very much reduced and held very firm at advanced prices. New catch will take place only about the end of the year.

Irish Mackerel have been coming here in fair quantities, but the quality in most cases was not satisfactory, consequently prices have dropped. The smaller of Norway Summer Mackerel arrived here show fairly good quality. They sold readily at satisfactory prices.

New Iceland Fat Herrings. The first are now arriving in Norway. None have come here yet. The weather is too hot to risk to import the same.

Stock fish is going to be very high this season in spite of the comparatively large catch. It is not easy to guess the reason for the exhorbitant prices asked for stock fish by Norwegian shippers, and it is hard to tell if it is a speculative ruse or whether these high prices are just by the increased demand. At any rate prices for stock fish are unreasonably high.

CODFISH.

Gloucester, Mass., July 31st. Gorton Pew Fisheries Co. report:

Codfish.—The receipts of codfish from the fleet this month have been about 6,800,000 lbs., in comparison with 9,652,000 for July, 1905.

The receipts for this year to August 1 were 30,400,000 lbs. The same period of 1905, 33,800,000 lbs.

The price on all grades of cured codfish is firm, and an increase in the demand will be likely to make an advance in the price.

The stock in the hands of the curers is only a moderate one. Recently there [illegible]

U. S. Metal Polish

POLISH	
Qts.	$7.70
Pts.	3.00
½ Pts.	.90
PASTE	
1 lb.	$3.00
½ lb.	1.75
3 oz.	.50

Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 2871 16th St., S. F.

For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

GINGER ALE

BELFAST GINGER ALE CO.

D. STEIMKE & CO., Props

All Carbonated Beverages

Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Cal.

J. A. GAMBLE

REPRESENTING

PLUG AND TWIST DEPARTMENT

of

...The...

American Tobacco Company

Temporary Office

906 BROADWAY, OAKLAND

CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

WINNING DOUBTFUL TRADE

How Clever Clerks Can Help Build Up Business.

The successful clerk must prepare himself to impress his personality on the work he is going to do that day.

The art of salesmanship is the art of influencing people to prefer your goods to what they can buy elsewhere. The people you wait on are women, who are very susceptible to influence if you take the right course and exercise tact.

You must influence them, but you must not let the machinery show on the surface.

Help Customers to Decide

Few women go into your store with their minds fully decided on just what they want.

This is your opportunity. They go to you with some definite want and you sell them what they ask for.

A particular woman may have it in mind to order some one or two staples from you, and then go over to the coffee store for her coffee, and to yet another grocer for her vegetables.

If you are alert, follow her eyes when she looks around undecidedly, tactfully suggest something or other and give her prices so promptly that she never has to ask the cost of anything, you may sell her all the items for which she had vaguely planned to go to some other place. Find out, if you can, what other items she is going to need and suggest what you have that may be desirable, so as to get her interest.

Learn Their Wants.

I made a valuable customer once by simply sending her a selected vegetable every day or two, when I happened to have something especially nice, always sending the message that she need not keep the article if she was already supplied.

Make it your business to find out what your customer wants and what are her tastes, so you may be prepared to offer her the choice of what may be on the market before she can get away to go to "the other fellow." She will get interested in you and your store, and soon she will think of you as "that pleasant, attentive clerk at Smith's who is so helpful in making suggestions and who only shows the best things in his stock."

It Wins the Buyer.

Turn the undecided matters to account and you will win the buyers.

I thought of this very emphatically only today when I saw a young boy step up to a lady and tell her he did not hae Campbell's Soups. He had other soups, but he did not say so to her. He just let her show her disappointment and go out.

Had he quickly suggested the soups he had and hurried to set down a can of the variety she was in search for he could probably have made the sale and perhaps have made a customer for his kind of soup from that time today onward. For there is no particular magic about the brand asked for other than the advertising, and there is none too liberal a profit attached to it for the merchant.

Little Attentions Please.

Take individual interest in each customer. Make her wants a matter of personal concern to yourself. Study and remember her likes and dislikes. These little attentions will please her almost as much as the satisfaction you will give her in making appropriate suggestions. Thus you will grow in efficiency and raise your own standard.

IGNORANCE OR GRAFT.

Under this head, the "Times" of Los Angeles refers to the remarkable (?) articles that appear from time to time in a local trade paper, in which everything American or referring to association work is arraigned ruthlessly, without regard to sense or truth. The "Times" says:

"The chief sinner among the trade papers, so far as they have come under our observation, is one published in San Francisco with a complex name whose chief terms are the Grocer and Tobacconist.

"Two themes monopolize the attention of the editor of the little sheet, almost to the exclusion of subjects coming directly within the sphere of his influence. One is the Republican tariff principle and the other the pure food law.

"He is against both.

"His education in political economy in England accounts for his radical views on free trade. How to account for his opposition to the pure food law is not quite clear.

"His prejudice must be grounded on either ignorance or graft."

After the explanation of the folly of a sneer of Mr. Menzies at the work that has been done in advancing the Pure Food movement, the "Times" adds:

"The law only requires that the packages shall contain explicitly a statement showing what they are made of. With this knowledge before their eyes, our government, which is not paternal, leaves it to the public to decide for themselves whether they will use it or not.

"Surely no provision of law could be fairer.

"The people have a right to know what is offered to them for sale, and no honest manufacturer will object to this publicity. If the editor of the Grocer and Tobacconist and the manufacturers who are behind his propaganda are convinced honestly in their own minds that boracic acid and salicylic acid are wholesome ingredients to administer to us in our daily food let them go straight at the proposition and let the people know that they are right.

WATCH THE DETAILS.

A North Dakota Dealer Tells of Methods That Help.

"Change your advertisement at least once a week and give the people some thing new and worth reading. There is positive merit in all kinds of advertising, if properly prepared and used. We used last year road [illegible] and found that paid. [illegible] H. D. Bartell of Buffalo, N. D.

"Our stock is marked in plain figures. Special sales are held quite often. We do not believe in cutting prices to draw trade, especially not on staples. Make flyers outside the staple line.

Importance of Details.

"Don't let the customer name the price. Never show special favors but treat everybody square. Negligence, dirty stores, neglecting details and not keeping close tab on business has caused the suspension of many aspiring retailers.

"Make yourself known; make your business known and make your prices known. Be sure you have them right and advertise them not spasmodically but all the time and be patient, plucky and persevering.

"Study your own business and trade. Study other people's business. Keep thinking all the time and adopt the best of everything you learn.

"Don't be afraid to go after trade. Keep after it until you get it. When you have got it, take care of it.

"Be honest. Don't lie under any circumstances. Buy carefully and in small lots. Keep your stock well assorted.

"Don't be afraid to put the knife into goods that stick.

"Use original ideas in your advertising copy.

"If you give credit, settle on the [illegible] of every month for cash or paper that the bank will take at its face [illegible] If your customer will not comply with your request, turn down the account and do it firmly. Say yes or no and then stick to it."

In order to advertise a favorite brand of goods in the window, the device of an imitation thermometer can be used. A huge model can be simply made without much trouble, and away up near, or at, the top of the register should be marked in large letters: "Quality of Gem Coffee" or whatever the name of the brand may be, and away down, below zero, should be marked: "Price of Gem Coffee." The instrument should be completed by a large number of packages of Gem Coffee.

CIGARS AND TOBACCO.

The British Vice-Consul at Santa Marta reports that the tobacco industry at Columbia has practically ceased, being unremunerative.

Rinaldo Bros. & Co. are experiencing quite a run on the Tom Keene five-cent cigar and have great difficulty in keeping any in stock.

The Tobacco Trust has declared a quarterly dividend of 2½ per cent., and an extra of 5 per cent. on the common stock, payable September 4.

The Slade Cigar and Tobacco Co., of Palo Alto, has incorporated to deal in cigars and tobacco. Capital, $10,000. Incorporators: George Slade, Jane E. Slade, Ernest E. Slade and Otto Ludwig.

New Haven, Aug 6.—City Attorney Simpson's recent order closing all cigar stores on Sunday has not caused any great protest from the dealers, outside of the management of the trust stores and a few small dealers who sell confectionery and soda water in connection with their cigar business.

Arthur Meyer, representing the firm of Bustillo Bros. & Diaz, recently returned from his long trip which included a visit to Nome, Alaska. While in Nome he took a number of satisfactory orders for the Alexander Humbolt cigar, which is a favorite brand there.

In Turkey the manufacture and sale of tobacco is a government monopoly, but it is leased for an annual fixed sum to a company known as the "Turkish Tobacco Regie." A report of this company recently published shows that the profits of last year were $1,616,000.

The daily newspapers of the United States have done much to spread the delusion that the Tobacco Trust is opposed to the reduction of the duty on cigars and tobacco imported from the Philippines, when nothing could be further from the truth, says "Tobacco."

The Tampa correspondent of "Tobacco" under date of August 4, writes: "A. Santaella & Co. are making 115,000 cigars a day this week, using five bales of wrappers every 24 hours, and employing about 700 cigarmakers. And this is the mid-summer season when business is naturally expected to slacken up somewhat. There is no "slack" period in the great business of A. Santaella & Co. The rush seems to be on every day in the year, and the call for "more Optimos" tells the story."

The United Cigar Stores Co. is now beginning to show its hand again in the local field. The insurance companies have reported on this firm's fire loss claims and the payment of losses will soon be made. The stock at 52 First street was insured for $145,000 and the sound value fixed at $150,726.16; the stock at 47-49 First street was insured for $56,500 and on this the adjusters placed a value of $57,068.88.

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

San Francisco, Cal., July 25, 1906.

To the Trade:

We are pleased to inform you that we are now permanently located in our new building,

N. W. COR. FRONT & SACRAMENTO STS.

KNOWN AS 301-303 FRONT ST.,

where we will be pleased to meet our friends and customers.

Soliciting your future patronage, we remain for **Greater San Francisco.**

Very respectfully,

LOS ANGELES SOAP CO.

DISHONEST ADVERTISING.

New York Grocers Propose to Punish Those Who Are Guilty.

For some time past, William Gray, Secretary of the National Association, has been on a still hunt after the department stores of the metropolis that are advertising grocery goods at prices which are less than the retailer can buy them for. He proposes to stop them by the New York State law passed in 1898, which provide:

"Any firm, person or partnership of persons, or any employe of a firm, person or partnership of persons, who, either in the newspapers or other periodicals of this State, or in public advertisements, or in communications intended for a large number of persons, knowingly make or disseminate any statements or assertions of facts with respect to his or her or their business affairs, especially concerning the quantity, the quality, the value, the price, the method of production, or manufacture or the fixing of the price of his, her or their merchandise or professional work; or the manner or source of purchase of such merchandise, or the possession of awards, distinctions, or the motive or purchase of a sale, intended to have the appearance of a particularly advantageous offer, which are untrue or calculated to mislead, shall be guilty of a misdemeanor."

In a number of instances it has been found that the goods sold were either of inferior quality or of short weight, and for this reason Mr. Gray has collected evidence which promises to be the basis of several suits which may be instituted to determine if the law will not protect the purchaser of goods who is lured into buying through misleading advertisements.

A Customer Kicks First.

According to Mr. Gray, the matter was first brough to the attention of the various retail associations of the country through a suit brought by a customer against a large department store of New York, which sold to him a watch for $10 which had been advertised as being worth $25. The purchaser took the watch to a responsible jeweler, who declared that it could be bought at retail in half a hundred stores in New York for $3.50, and that the manufacturer's price was something like $1.75. The manufacturer offered to appear as a witness, but this suit was compromised before it came to trial.

Through the papers filed, however, the retail grocers became aware of the New York statute, and decided to investigate the grocery departments of all cut-rate stores, believing that if such methods were resorted to in one branch of business the same condition of affairs certainly would be found to exist in others.

Lie About Quality.

Since beginning his investigation, Mr. Gray has become convinced that the law is being violated daily without let or hindrance. "I'm a firm believer in advertising," he said, "and even when complaints began to pour in on me after the case in point gained some publicity, I was loath to believe that such methods to gain trade—to rob the public, I should say—were being resorted to in this city. Investigation, however, has convinced me that the charges are only too true, and now we shall see what an application of the law can do."

One of the first tests made, it was said, will be on canned vegetables, probably tomatoes, where "full 3-lb. standards" are advertised and sold as such and upon investigation are found to be "seconds" or "thirds," with the tins only about half full.

Most Bargains (?) Are Dishonest.

A prominent retail grocer whose name is expected to figure in the prosecutions, for more than a year has had a representative at every "special sale of groceries at cut rates" held in New York, his business being to purchase a complete list of the goods offered. This grocer exhibits the "cut-rate" goods in his store to prove that high-class food products, such as advertised, cannot be sold at the prices charged. He says that in all his experience he has never yet found a sale of the kind mentioned which, in his opinion, was honestly conducted throughout, although in many instances certain popular goods were sold at less than cost.

PROTECTING RETAILERS.

The value of having a strong union in business as well as manual labor is shown by the following article written by the San Pedro correspondent of the Los Angeles "Times:"

San Pedro, Cal., July 31.—The local Longshoremen's union for the past two weeks or more, has been considering the feasibility of starting a general merchandise store in this city. With this end in view Z. W. Craig, business agent for the union and editor of the political paper, the "Tribune," went to Los Angeles yesterday accompanied by two of the members of the union. Upon approaching the wholesalers of Los Angeles, the union men were informed that before the former could sell goods to them they would have to secure the consent of the Retailers' Association of San Pedro.

In commenting on the state of affairs that now exists Mr. Craig said last night: "It would appear that other people are keeping legitimate business away from San Pedro besides the Longshoremen's union. Even the wholesalers are compelled to ask the retailers before they can deliver $1,000 worth of goods in this town. Something ought to be done to suppress these anarchists from holding back the town."

The starting of this store has been one of the big things planned by the local union as well as the starting of the "Tribune" has been and the news that the consent of the local stores will have to be granted before the store can be established has come as a hard blow to the project, and it is thought it will be rather hard to gain this consent under the present labor conditions.

PAY FOR THEMSELVES.

Great Saving in Handling Oil Effected by Bowser Tanks.

Some twenty years ago marked the beginning of a new epoch in the handling of oil. The first Bowser Self-Measuring Oil Outfit was then placed on the market. It was a distinct advance over all the old methods and was at once recognized as filling a long-felt want.

Compared with the improved Bowser outfit today, it was a very crude machine. S. F. Bowser & Co. have always made a study of the oil question and the needs of their patrons and have spared no expense in bringing their outfits up to satisfy those needs. That they have succeeded in this effort is clearly shown by the complete and comprehensive line which they present to the trade.

They have outfits to meet all requirements. They do not hesitate to guarantee their outfits as the most economical, convenient, clean and satisfactory system by which oils can be handled. They will in a very short time more than repay their cost through the saving of oil, time and labor.

Grocers who are interested should write to S. F. Bowser & Co., Fort Wayne, Ind.

AFTER CARELESS GROCERS

Los Angeles, Aug. 9.—City Prosecutor Beebe is to make a crusade against dealers who sell gasoline without properly labeling the cans. Several accidents have recently resulted from persons supposing a can of gasoline was kerosene. Complaints were issued yesterday against W. H. Saxman, 600 West Sixth street; H. M. Griffing, 525 West Sixth street, and W. J. Lowe, 595 West Sixth street. The defendants were fined $5 and given a lecture by the court.

If an error is made in delivering goods see that it is promptly rectified.

FRESH STOCK OF
NUTRITO
Just Arrived
Rochdale Wholesale Company
Distributing Agents
THIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company
Formerly 117 Battery St.
San Francisco
TEMPORARY LOCATION
Seventh and Franklin Sts, Oakland

AMUSEMENTS.

ORPHEUM

Mary Norman has made quite the hit of the week at the Orpheum with a series of sketches depicting the life of women of the stage. The skit abounds in humor and in pathos and is one of the cleverest novelties that has been seen in many days. There are several new numbers that are of more than ordinary interest. The hold overs are all good.

CHUTES

From 10 o'clock in the morning until midnight this great pleasure resort is thronged with people. The Zoo is one of the finest in the country. The Circle Swing, the Scenic Railway and the Chutes supply thrills for those who enjoy that sort of thing while the various other concessions and the great crowds of pleasure seekers furnish matters of interest for all.

DAVIS THEATRE

The Davis Bros. continue their success this week with "Whirl-I Gig." Harry James Travesty Co. stars supply the fun. Rice and Cady have the parts of two Dutchmen who own a hotel in the suburbs of Paris where all the servants go on a strike. Bobby North plays the part of a wealthy Hebrew who is president of the Matzo Trust. Rosemary Glosz has an alluring role as Mlle. Fifi Coocoo and presents numerous new songs very effectively in numerous new and effective gowns. The chorus is well trained and adds materially to the beauty of the pictures and effectiveness of the songs. Of course the show is of the frothiest character but it is full of laughs and ginger.

CENTRAL THEATRE

Will Walling and Jane Kelton fill the leading roles at the Central this week where "The Plunger" is being presented. This is a melodrama of intense interest and is elaborately staged. Ernest Howell and Wm Brewer have important parts. Oza Waldrop is also in the cast. Next week there will be an elaborate production of "Love and Law."

DUPLICATE FORMER PLANT

Hills Bros. of San Francisco are rushing the erection of a temporary coffee roasting plant at Oakland. They are also building permanent quarters in San Francisco. They have ordered duplicates of the complete machinery which they used before the fire.—Tea and Coffee Trade Journal.

Tyler Gets Roasters.

S. H. Tyler & Son, have resumed business at 2437 California Street, having got new coffee and spice machinery promptly, including two Burns roasters and cooling apparatus and two Challenge spice mills.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

BAKER'S

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

TABLE TALK
COCOANUT
IN
PARCHMENT BAGS

The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. Spohn & Co., Agents, 50-52 Clay St., San Francisco.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

A Pure California Product

Alpine Cream

Packed in San Benito County
in California's finest
Dairy Section.

ALPINE CREAM

is put up under the supervision of **J. B. Meyenberg,** the originator of all Condensed Creams, and is an article of **unsurpassed excellence**

You Make Your Customers Your Friends

By Selling them

ALPINE CREAM

WHY? Because it pleases them better than any other

Mail your orders to our new address

ALPINE EVAPORATED CREAM CO.

26 Stuart St., San Francisco.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, AUG. 31, 1906. VOL. 11, NO. 34.



IT INSPIRES CONFIDENCE

YOUR TRADE depends largely on the **CONFIDENCE** of your CUSTOMERS. A few MISTAKES or DISPUTES about their accounts and your LOSE that CONFIDENCE.

Loss of **CONFIDENCE** means Loss of customers.

Loss of Customers is Loss in Profits.

The McCaskey Account System SAVES LABOR, TIME, WORRY and MONEY.

It eliminates MISTAKES and DISPUTES.

It holds the CONFIDENCE of your CUSTOMERS and draws NEW TRADE to your store.

It is an AUTOMATIC COLLECTOR of ACCOUNTS.

The ACCOUNT is handled with only ONE WRITING.

Drop us a Postal for our FREE Booklet on Scientific ACCOUNT KEEPING

THE McCASKEL ACCOUNT REGISTER CO.,
Alliance, O.

Mfgs. of the Famous Multiplex Duplicating Carbon Back Counter Pads; also Single Carbon and Folding Pads.

WM. A. HAWLEY, Pacific Coast Agent,
1212 Gough St., San Francisco, Calif.
Agencies in all Principal Cities.



The Original Powdered Stove Polish
Mixes with Water Instantly

ADVERTISED EVERYWHERE

OUR GUARANTEES:
To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.

PURE

We absolutely Guarantee the Quality of

CALIFORNIA

HOME BRAND

Pickels
Vinegar
Catsup
Etc.

Shipped Promptly from Present Stocks in any Quantity.

NO CHANGE IN PRICE

Write or Telephone

Pacific Vinegar and Pickle Works

Haywards, Cal.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

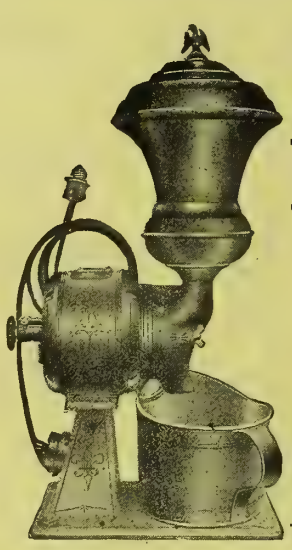
M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

INDEX TO ADVERTISERS.

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb & Co., 1920 Sacramento
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
Alpine, 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., 714 Broad&ay, Oakland.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman ..ve., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita,
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros. Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 922 Franklin St., Oakland.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.,

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COFFEE, TEA ,ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 958 Franklin St., Oakland.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works; 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos, Cal.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weight," John J. Duffie, Agt., 1482 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 301-303 Front.
Babbitts Brands, C. B. Jennings Co., Agts., 41 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 2975 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 465 11th. Phone, Special 274.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

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NAPA VALLEY FRUITS CANNED

BY

Foster Bros. Co.

NAPA, CALIFORNIA.

The upward trend and the wild prices which surprised the trade in the opening of the season have now assumed a safe basis for business.

Our **Crawford Peaches** soon vanished. **Clings** show up well. We've a splendid **Pear Pack. Apples** are selling briskly. All the world knows our crop is a heavy one, while the Eastern is a bare average.

Tomatoes are now a feature of the trade. Blights in some sections and drought and floods in others will keep prices firm and bring good call for our own growths.



Now that the pure food proposition is emphasized, packers are combating the vagaries of unprincipled traders, and our packs are in greater demand than ever. Our reputation has vibrated through the East. Even from London, remote Denmark and Alaska have come orders for own home growths, so greatly are they in favor. There's great talk for **gallons** today.

CHIEF SOLANO BRAND

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., AUG. 31, 1906. NOL. 11. NO. 34.

THE

RETAIL GROCERS ADVOCATE

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AARON H. POWERS,
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POINTS TO WATCH.

Flour.—

Sugar—

The revolution in Cuba has materially strengthened the Eastern market for raw sugar.

Coffee—

The Valorization scheme of Brazil, in conjunction with various natural influences, is strengthening coffee.

Rice—

Demand is far ahead of the usual movement and no recession from prices is anticipated for some time.

Prunes—

The Santa Clara crop will not be so great as was at first expected and prices are stiffening.

Raisins—

The Fresno crop will be short and a price of 4c is expected by growers.

Honey—

The Southern California crop is very short. Prices are higher.

Canned Tomatoes—

There will probably be "something doing" when prices are again quoted by canners. Figures will not be lower.

RETIRING FROM BUSINESS.

The Lewin-Meyer Co. are closing up their business for the purpose of retiring. Mr. Lewin will continue in the coffee brokerage business at Drumm and California streets, he having always handled that branch of the firm's business. Mr. Meyer will engage in the brokerage business.

STATE CONVENTION.

Important Meeting That All Grocers Should Try to Attend.

By Frank B. Connolly, Secretary

Every grocer who can spare the time should be in

Oakland, Monday and Tuesday, Sept. 24-25.

If you haven't the time, **make it.**

Grocers will be there from all over the State. They will consider the important problems that affect the grocery trade.

They will decide :

The policy of the State Grocers Association for the ensuing year.

What laws will be presented at the next legislature.

How profits can be increased.

How trade abuses can be lessened.

How organization can be advanced.

What shall be done about wholesalers who sell to customers ?

The most important thing to be decided by the meeting will be:

How can the State Grocers Association be most helpful to EACH INDIVIDUAL MEMBER—in City or in the Country.

It is to help the officers decide this that **YOU** should attend this convention.

Where to go.

Headquarters will be at the Hotel Metropole, Oakland. This is a strictly first class hotel. ates $3 per day (including meals. There are other and cheaper hotels if delegates do not care to stop at the Metropole.

What will Be Done.

Each important problem will be carefully presented by some delegate who has given that subject special study. Every delegate present will then be expected to express his opinion as to what action should be taken.

Generous Entertainment.

On the first evening, there will be an evening session that will conclude with refreshments and music.

On the second evening there will be an elaborate banquet.

Care for the Ladies.

Delegates are invited to bring their wives. A committee of Alameda County ladies will see to their entertainment.

Sacramento In Line.

Sacramento has already elected a full delegation. This city desires the convention of 1907.

Apportionment of Delegates

Each association is entitled to 2 delegates at large, without regard to the number of its members. For every 10 members and fraction thereof, up to 50, the organization is entitled to an additional delegate. Associations having more than 40 and less than 51 members are, therefore, entitled to 7 delegates. Associations having more than 50 members are entitled to 1 additional delegate for each 50 additional members or fraction thereof.

Per Capita Tax.

In order to support the State Association, each organization must pay, once a year, $1 for each member.

Individual Members.

Individual members are received where there are no associations. Individual members pay $3 per year. Each individual member is entitled to a seat as a delegate in the convention.

Notify the Secretary.

Any person who can attend the convention should notify the State Secretary Frank B. Connolly, 1714 Webster street, San Francisco. He will secure hotel accomodations in

(Continued on Page 7)

BREAD PROFITS.

Associated Retail Grocers Seek to Secure Better Margin For The Trade.

The advance of the cost of labor to the Master Bakers has been accompanied by an advance in the price on bread to the retail grocers generally.

As a consequence, grocers are able to make only 1 cent per loaf profit on bread and at the same time face the competition of numerous small bakeries that sell six and even seven loaves for 25 cents.

Secretary Cusack is actively seeking to get affairs into better condition.

The retail grocers, as distributors, can do much towards increasing the business of any particular bakery or bakeries. The large bakeries realize this fact and would be glad to use the grocers' influence.

The bakeries whose quality of bread is generally recognized could help the grocers in either of two ways. They might reduce the price of the loaf or they could slightly increase the size of the loaf and then fix the price of their bread at 4 for 25c refusing to supply any dealer who might sell the bread for less than that price.

The retail grocers in return should concentrate their efforts upon increasing the sale of the bread from the bakeries that protect their prices and which pay them a profit.

With Secretary Cusack advising the trade in this respect and the "Retail Grocers' Advocate" spreading the gospel of profits, there is no question but that the ultimate result would be to the benefit of both the baker and the grocer.

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF AN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert. S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. **Phone West 3067**

POLITICS IGNORES RIGHT.

The street car men will learn that when their managers worked for politics instead of fairness, they endangered their greatest asset These men should know that it is not strike-breakers and guns, but public opinion that wins strikes, without public opinion favoring them, unions would not dare to coerce "scabs."

Through Mayor Schmitz, the local street car men's union secured a contract with the United Railroads by which both sides agreed to submit differences to arbitration. The men agreed to accept the schedule till May 1, 1907.

Owing to the activity of W. R. Hearst's political agents, the Union men were worked up to ignore their contract and refuse to consider arbitration. They even refused to allow Mayor Schmitz to appear before the Union to urge a delay of 24 hours, alleging that the United Railroads were hiring strike-breakers. The men were probably honest in this action, being influenced by the managers. The latter, however, must have known that the increase of public sentiment due to the 24 hours delay would make strike-breakers useless to the railroads. They acted, however, to hurt Mayor Schmitz politically, and the public, knowing that there would probably have been no strike had the politicians kept their hands off, are annoyed accordingly.

THOSE SOAP SAMPLES.

Fels & Co. Denounce the Practice of Distributing Large-Sized Samples.

The following circular is being addressed to both wholesale and retail grocers by Fels & Co. In a letter to the **Advocate**, this firm refers to the practice as "this something-for-nothing, profit robbing theory of so-called business promoting." The letter reads:

"Requests frequently reach us from people who have seen Fels-Naptha advertisements for bars to try. We uniformly decline to send them. We do send small pieces, just enough to try, but not enough to deprive grocers of the profit they are entitled to on sales.

"We have often wondered how much the average grocer misses the amount of trade he is cut out of by the firms who give away full bars of soap and other grocers' goods. We also wonder why the whole subject has not before been thrashed out by grocers' associations, in grocers' publications, etc.

"Every bar of soap given away by manufacturers knocks the local grocer out of the profit on the sale of a bar of soap.

"We should be glad to have some expression of opinion on the same subject from you direct. Before answering, however, please compare your sales at a time when goods are given away by advertisers with a period during which no free full-size packages of advertised goods are being distributed from house-to-house gratis.

STATE CONVENTION.

(Continued from Page 5)

advance where delegates desire it.

Souvenir Program.

In order to help secure funds to entertain the delegates, the Alameda County Association are preparing a souvenir program. They would like the photograph of the president of each association in the state for this program.

A few advertisements will be accepted. Parties wishing to help, should send word to R. D. Holmes, Secretary Oakland Association, Central Bank Bunilding, Oakland, Cal.

RAILROAD RATES.

A special rate of one and a third fares has been granted by the Southern Pacific Company which also applies to the wives of delegates. Delegates must get certificates from the ticket agent when they buy tickets.

SECURE VALUABLE AGENCY.

The John H. Spohn Co. Are Appointed U. S. Agents for Tropic Fruit Co.

The John H. Spohn Co., which recently returned to San Francisco and opened elegant offices at 50-52 Clay street, have just received the appointment as United States agents for the Corporate Seal Brand of Pineapple put up by the Tropic Fruit Co., of Hawaii.

This article is put up in 26 oz. glass jars with the vacuum metal top. The various styles consists of long square, diced, and sherbet.

These goods are something entirely new to the trade and very atractive. The quality appears to be superior to anything heretofore placed on the market.

Shipments will begin to arrive in about two weeks.

THE FACT THAT MAPLEINE



Is sold in concentrated form, allowing the consumer to make her own syrup, makes a strong selling talk; for it is absolutely free from adulteration. Besides, your percentage of profit is greater than on Maple syrup sales. Mapleine produces a syrup BETTER than Maple.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco.

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA.

San Jose. E. W. Jack, a local grocery man who had just returned from a hunting trip into Mendocino County has been arrested for the alleged killing of a doe. Jack denies that he killed the doe and says it is a case of mistaken identity.

Alameda, Aug. 17.—E. J. Lindwall, a local grocer was hit by a car on the Santa Clara avenue line near Everett street while driving a fractious horse Mr. Lindwall was thrown from his wagon and narrowly escaped injury.

Redding.—Mr. Saeltzer, manager of the grocery department of the Big Store, left Saturday night for Berkeley to visit his wife, who has been visiting her parents, Professor and Mrs. Senger, for several weeks.

Auburn.—Joseph Clegg, grocer, has just received another carload of flour. for his increasing trade.

Upland.—Fetrow & Kelsey formerly proprietors of the Johnson & Cooley grocery have decided to again go into business. They will engage in a general merchandise business and have rented the store building at the west of Everetts & Clarke on Ninth street.

Riverside.— M. E. Martinez has opened a grocery at 754 West Eighth Street

Santa Monica.—Geo. A. Burns has purchased the grocery formerly owned by Dales Bros.

Los Angeles.—J. M. Morrison, has succeed Russell at the corner of Downey and Daly Sts.

Newark.—J. Gulley has bought the grocery store of A. W. Brown.

Los Angeles.—S. M. Blythe and W. H. Stephenson have purchased the grocery store formerly owned by J. & H. Stansfield at 38th and Vermont Ave.

Santa Monica.—A. W. Johnson Co. has been incorporated for the purpose of taking over the grocery business of City Trustee A. F. Johnson at 239 Third St.. Officers of the new company are: A. F. Johnson, president; C. V. Rogers, vice-president, and H. Cowell, treasurer.

Eagles Nest.—Henry Nauert received word from Mr. Staats that he had made all arrangements at Eagles' Nest to open a grocery store next season. They will carry a full line of groceries, fruits, vegetables and fresh bread.

Sacramento.—The grocery store of Maltby & Little was entered by burglars Sunday morning, and a number of bottles of intoxicants, together with a couple of hams, disappeared. Nothing else was taken.

Pomona.—The Capital grocery at 409 West Second street has been sold by A. W. Brown and associates to James Grilley.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Pomona.—Mrs. Kate Fleming & Co., who removed recently to 115 Review building on Thomas street, have decided to keep their store in this building.

San Luis Obispo.—Thomas & Andre, have purchased the grocery store formerly owned by the Industrial Commercial Union at 7144 Figuera St.

Whittier.—M.. D. Mills is having some very artistic window dressing done by Mr. A. E. Yale. The material used to take the place of wall paper is termed linerusta walton and is of a composition akin to linoleum, done in figures. The decorator finishes the exterior in suitable paints and varnishes, after which it can safely be washed and even scrubbed without injury.

Davisville.—Burglars broke into the Davisville Cash Store, owned by J. B. Anderson, Aug. 12th, and secured $10.70 from the cash register and a lot of furnishing goods. They gained entrance from the rear and made their escape without leaving a clue.

Santa Ana.—Deputy Sheriff G. S. Wilson has gone to Fullerton to invoice the stock of goods in William Goodwin's grocery, which has been attached by a Los Angeles wholesale firm.

Vallejo.—John A. McInnis, a pioneer grocer, died Aug. 5th, as the result of a stroke of paralysis. The deceased was 68 years of age.

Redwood City.—E. P. Heise has removed from the Barrett-Fitzpatrick building, to his old quarters in the Germania Hall block.

Silver City.—Jones, Downes & Co., have purchased a high-speed Columbia motor cycle. Mr. Hapin, taveling salesman for the firm, will use the machine for visits to the neighboring camps.

OREGON.

Baker City.—W. J. Moeller, of Moeller & Park, grocers, has purchased the grocery store of Foster & Preston.

Cornelius.—J. Pongratz Drug Co. is adding groceries.

Medford.—D. D. Sage has succeeded F. W. Gaines & Co.

Eagle Point.—A. J. Flory's grocery and hardware store burned last week, insurance $700.

Provolt.—L. W. Smith, grocer, will remove to Grants Pass.

Ashland.—The Cash Buyers' Co-operative Co., recently incorporated, has purchased the grocery business of J. F. Smith & Son.

Oregon City.—The grocery and general merchandise store of Mrs. E. A. Phillips is closed for invoice, preparatory to sale.

Portland.—Mason, Ehrman & Co., wholesale grocers, will build a six-story brick building for their new store at the corner of Fifth and Everett streets.

Ashland.—Thieves forced open the side door of Holmes Bros,' grocery Aug. 24th and blew open the safe. They escaped with about $100 in cash and some papers, of value to the firm. No clue has been discovered.

WASHINGTON.

Seattle.—The night clerk in Anderson & Co.'s grocery store, was recently held up by highwaymen, and $50 extracted from the cash register.

Walla Walla.—Several grocerymen have taken up the proposition of recommending to the next legislature the passage of a law requiring the stamp of the manufacturer to be placed on every package of butter offered in the market, to furnish means of identification in case of short weights or adulteration.

Spokane. — Powell-Sanders Co., wholesale grocers, have purchased the commission business of McClintock & Rhodes Co.

Winchester.—Trotter Bros. have opened a general store at Winchester.

Catlin.—E. W. Gubser has purchased the Medcalf & Patton general store.

Oakesdale.—A. V. Caldwell has purchased the Wattles confectionery store and will add a small stock of groceries.

Seattle.—W. F. Baumgartner's grocery store was destroyed by fire last week.

Farmington.—S. Farmington and E. E. Paddock, general merchant places, were desrtoyed by fire on Aug. 20th.

South Tacoma.—M. A. Bain is arranging to open a branch store in the new Masonic Temple building.

Tacoma.—The Horn-Holmes Co., recently added to its extensive business the Fletcher grocery store on Pacific avenue. The new company has incorporated with a capital stock of $25,000. The directors are A. B. Horn, O. Holmes, H. Froshe and P. Peterson.

Pullman.—The grocers and flouring mills are engaged in a flour war. The merchants have entirely cut out the brands of the local manufacturers and are all selling outside flour at cut prices, while the mills are selling direct to the consumers, and have inaugurated a delivery service.

Spokane.—Alma Housley has opened a grocery store at 1906 Grace Ave.

Winchester.—Trotter Bros are arranging to open a general store September 1.

Spokane.—The Great Western Syrup Co., has incorporated with a capital stock of $100,000. The incorporators are: John W. Kahle and N. L. Griffith, both of the Crescent Mfg. Co., E. N. Cory, secretary Spokane Retail Grocers' Association, and S. B. Crandall, a local grocer. The company will manufacture all kinds of syrups and relishes. The promoters are negotiating for a site and will build as quickly as possible.

Seattle.—J. C. Oliver has succeeded Washington Bros., grocery, at 1002 Howell street.

IDAHO.

Sandpoint.—Warren & Richards, grocers, are rebuilding the warehouse and station recently destroyed by fire.

Princeton.—E. K. Parker has succeeded Parker & Jenks, general merchants.

Hansen.—W. N. Rose has opened a general store.

Ola.—E. Thornton has purchased J. M. Holbrook's general store.

Alexander.—J. C. Budrow has purchased the general merchandise store of the Bancroft Land & Irrigation Co.

Ola.—C. M. Johnson's general store burned last week.

Picabo.—Kilpatrick Bros'. general store was burned last week.

ARIZONA.

Nogales.—L. W. Jimmie has again opened a grocery. For a long time Mr. Jimmie was a merchant here, but thinking he could better himself he went California.

Silver Belt.—H. Christy has bought the grocery store formerly owned by the Globe Grocery Company.

Douglas.—E. G. Kenyon, manager of the W. J. Wamel grocery store, is planning a vacation. He expects to go East about the first of the month. This will be the first time in three years that Mr. Kenyon has had a respite from his labors.

BRITISH COLUMBIA.

Midway.—Munro & Stephens, who succeeded Law & Munro, general store, have removed to Grand Forks.

Stanley.—H. J. Gardner has bought Mrs. E. D. Peebles' general store.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 1685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer.** Trade Mark.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisc

1020 K STREET, SACRAMENTO

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.
Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.
Treasurer, G. A. Russell.
Directors, H. Hauch, A. J. Nor, H. D. Cusning G. Hoffman, J. Hopkins.
Secretary, R. D. Holmes.
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

HERE AND THERE.

Interesting Items of Alameda County by Secretary Holmes.

The conditions with the grocery trade of Alameda County, ever since the great earthquake April 18th, have been somewhat unsettled, and a large number of changes have taken place among the grocers and merchants. The morning of the earthquake found stocks thrown in chaotic heaps in the various stores and the merchants looked at the scenes of havoc and the uncertainty of the future with a feeling akin to despair. Most of the merchants were forced to close their stores for a day or two for repairs.

Immediately upon the re-opening of the stores a great many people fearing a shortage of supplies commenced buying, in some instances sufficient goods to last their families for several months. As a result stocks were depleted and this was made serious by the fact that the wholesalers, in their crippled condition were forced to demand cash from retailers.

In the meantime relief committees were being organized on every side and thousands of refugees, from our sister City across the Bay, came here for temporary headquarters. During these trying times the grocery trade met the situation with energy and good judgment, and in a week or ten days broken windows and other evidence of the damage from the earthquake was repaired and things in a measure commenced to resume their normal conditions.

On account of the increased population many new stores have found it profitable to start on this side of the Bay, and the established merchants made arrangements to increase their stocks and facilities for doing business. Things have now reached their normal condition, and a number of grocers have seized the opportunity to get a rest and some recretation by taking a trip to the country.

Among those out of town at the present time and those who have returned from their vacations are:

Henry Held of the firm of Ressiguie & Held, who has just returned from a two weeks stay at Monterey.

G. Magerstaedt and family of 10th and Kirkham Sts., are spending a delightful time at their summer home at Monterey.

U. S. Troili recently returned from a month's trip to Yosemite Valley. He reports a delightful time, and says there are a large number of visitors there this year.

Robert Gilberg, a popular clerk with the North Star Grocery Co., is back again at work having just recovered from a severe illness.

C. Namanny of S. Berkeley has lately built a magnificent store at the cor. of Shattuck and Alcatraz Aves. He has greatly increased his stock and now has one of the handsomest and most well equipped places in Berkeley.

P. N. Anton, who for so many years has been in business at Grant Street Station, Alameda, recently sold his grocery store to E. J. Lindwall of San Francisco.

W. P. Wilson of Alameda has sold his business to H. Browning. Mr. Browning seems to have struck the proper gate and as a result his store is one of the busiest in the West End.

Miss Emily Nor, the charming and talented daughter of Andrew J. Nor, will shortly return from a year's trip to Europe. Part of her time has been spent studing music at the Conservatory of Music in Vienna, and part in sightseeing and pleasure.

We regret to learn that H. K. Duncan, President of our Association, has been ill.

One of the most important changes in the grocery business will occur on the 1st of September, when the W. B. Thomas Co. will sell their business to parties from the country.

Henry E. Jacobsen and E. A. Wessling have formed a co-partnership, under the style of Jacobsen & Wessling, and opened an up-to-date grocery and delicatessen store at the Cor. of Sherman and Lincoln Aves., Alameda. Both of these gentlemen have a large acquantance in Alameda, an although but a short time established seem to be doing a rushing business. Their store is very attractively fitted up and proves a valuable acquisition for the neighborhood.

Mr. Geo. Hoffman, who for so many years has been in the grocery business at 5th Ave. and E. 16th St., Oakland, informs us that he is contemplating selling his business and devoting his time to other lines of business. Mr. Hoffman has a splendily appointed store and one of the most up-to-date establishments in the County.

Mr. H. F. Sack of Piedmont recently returned from a four weeks trip in the East. He reports everything East of the Rockies very prosperous and states that he had a most delightful trip.

O. Burn Palmer, of the firm of J. W. Palmer and Son, is at present rusticating and hunting big game in the wilds of Mendicino County. A number of his friends are anticipating a bear steak or a side of venison.

A BUSY SECRETARY.

R. D. Holmes, Secretary of the Alameda County Association is a very busy man these days. His organization has several extremely important matters on hand and Mr. Holmes is devoting a great deal of time to their development.

Since Mr. Holmes has taken up the work of secretary the membership has largely increased and it looks as if he were going to hold up his assertion that he would secure at least one member each day. Through the activity of the organization the retail grocers of Oakland, Berkeley and Alameda have for the past four weeks been securing a profit on sugar as well as flour and various other articles.

This profit is secured as a result of a mutual agreement which is rendered binding through the fact that each member has the assertion of the secretary that 24 hours notice will be given to all members in case any party should make up their minds to begin cutting price of sugar again.

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.

First Vice-President, Geo. B. Doyle.

Second Vice-President, J. S. Irvine.

Treasurer, J. F. Schomer.

Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.

Secretary, Frank B. Connolly.

SPOKANE GROCERS' PLAN

Will Entertain Delegates to Washington State Grocers' Association.

President Allen of the Spokane Retail Grocers' Association has appointed the following committees for the coming State Conention:

Reception—U. G. Allen, J. Newman, F. C. Andrus, T. M. Reid, D. Hollandsworth, R. O. McClintock, B. L. Gordon, T. S. Griffith, P. P. Powell and F. E. Pope.

Ladies' Reception and Entertainment—Mrs. E. P. Parmeter, Mrs. S. B. Crandall, Mrs. U. G. Allen, Mrs. A. W. Bowers, Mrs. E. N. Cory, Mrs. S. A. Bishop, Mrs. F. C. Andrus, Mrs. J. B. Stell and Miss Claire H. Balmes.

Entertainment—E. E. Parmeter, P. Nelson, C. Anderson, W. K. Gardner, E. N. Cory and U. G. Allen.

Banquet—B. F. Davis, J. C. Argall, S. A. Bishop, C. A. Nickum and James Burchett.

Delegates to the Washington State Grocers' Association meeting at Spokane, September 25-26 have been selected by the Tacoma Retail Grocers' Protective Association at its regular weekly meeting at Association Hall, as follows: C. Ebert, E. O. Erickson, C. H. Buelow, J. W. Fudge, Robert McLean, O. Holmes, C. H. Plass, J. G. McPherson, J. W. Stewart, J. H. McDonald, J. A. Jones, J. A. McLean, C. A. Mudgett, C. M. Miller and H. L. Martin. The following committee on resolutions for the State Association meeting was also named: J. G. McPherson, E. O. Erickson, O. Holmes and J. A. Sproule.

SACRAMENTO WANTS CONVENTION.

Sacramento, Cal., August 10—The "Bee' says:

"The following delegates have been elected by the Sacramento Retail Grocers' Association to the State Convention of grocers to be held in Oakland on September 24 and 25: F. B. Fancher, E. W. Hale, Ellis Kilgore, A. A. Jost, Henry Feldhusen, Ed. McEwen and W. M. O'Neil.

"An effort will be made to have the Convention of 1907 held in this city."

The members of the Little Rock association have had a proposition made them by the National Refining company of Cleveland to establish an independent oil plant in that city, the proposition including the purchasing of ground and the erecting of a plant which will be acredit to the city, the dealers being asked to give their support to the new concern. The business of the merchants mutual fire insurance company has all been re-insured in the newly organized stock company and the outlook for the new enterprise is exceedingly bright.

Secretary Rock, of the Wisconsin Retail Grocers' Association, is sounding out the views of prospective candidates for the State Senate and Assembly in regard to a proposed garnishment exemption bill. Mr. Ford is getting up a list of all persons who have announced their candidacies for office and will write each one a letter asking him his views on that bill. The association intends to use its efforts to elect men to office who will support that measure.

London, Eng., Aug. 1.—There has been a steady decline in the sales of the once famous brands of Havana cigars now controlled by the Tobacco Trust in the London market during the past two years, and a corresponding increase in the sales of the cigars from the independent factories in Havana.

Chicago, Aug. 6.—In the past the retail liquor store has frequently been employed as a stepping stone by a certain type of politician in most of the great cities of the United States, but times are changing, and it may be that in future years the cigar store will supplant the drinking saloon as a center of certain forms of political activity. At all events the influence which a cigar dealer, using his store as a neighborhood club house, is able to swing in politics, has been aptly illustrated by the nomination of James T McDermott for Congress in Chicago the past week.

The independent cigar and tobacco interests of Porto Rico have just experienced a narrow escape from being out-generalled by the Tobacco Trust in a way which would have most seriously handicapped them for all coming time. The trust had planned to get control of the franchise for an electric freight and passenger railway extending from the sea coast to the Caguas Valley, the richest tobacco growing district on the island. Had the Tobacco Trust once obtained absolute control of this railway it is easy to understand how it would have been utilized as a most powerful weapon in crushing out the competition of the independent manufacturers.

The Department of Agriculture has made public the statistics giving the condition of the tobacco crop throughout the country on August 1, 1906, compared with the condition on July 1, 1906, and August 1, 1905, together with the ten-year average. The average condition on August 1, this year, for the United States is 87.2, a slight improvement over the condition on July 1, which was 86.7, and considerably better than August 1, 1905, when it was 84.1. As the ten-year average was only 83.2, it will be seen the condition this year is very favorable.

The farmer should be a good customer for a higher priced coffee than he ordinarily uses,—say thirty cent line. Instead, most of the farmers drink coffee that retails around 15 to 20 cents a pound. They can afford to do much better than this, and they should be educated to buy better coffee. The retailer who educates his country trade up to a higher priced coffee is doing his customers a favor and making a better profit for himself.

Be careful when you write your first letter to the slow pay customer. Be careful not to offend him the first thing. This does not mean that you should be an "easy mark," but that you should not use an axe when a little persuasion is sufficient.

Some grocers object to placing tickets on the goods in their stores upon the plea that their competitors will find out what their prices are. Yet grocers who do ticket all their goods invariably have large sales and successful business.

HEYMAN-WEIL CO.

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH

One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

POWER OF ASSOCIATION.

Brooklyn's President Treats of the Emancipation of the Grocer.

President B. Bischoff, of the Brooklyn Retail Grocers' Association, spoke on the "Power of Association and the Emancipation of the Grocer" at a recent convention of the New York State Grocers' Association, saying in part:

"Emancipation must come through association. It cannot be done individually and alone. If one man would like to close his store at 6 or at 7 and his neighbor keeps open till 9 or 10, he naturally is afraid of losing, and would lose, some of his trade. But if they would all close there would be no trade lost and the public would soon get used to it. And if they would all close on Sundays there would be no trade lost and all could have a day of rest.

Grocers Are Backward.

"Why the grocers as a class should be so indifferent to their own good I cannot understand, but it is a lamentable fact that they are. There is power in association, and the proof of it is before our eyes every day. Yet it is the hardest thing to get a grocer to join an association.

"There is power in association, and I would like to have every grocer of every city and every town in their State be a member of an association. He ought, and it should be a power in the community, in his own city, in his own town, and in conjunction with the sister associations he ought to be a power in the State of New York.

Should Come Forward.

"Why should not some of our members have seat and voice in our city councils and in the legislative halls at Albany?

"Are there not men among us well able to fill almost any public office?

"Would not your president and others from your midst make as good and better public officers than many a one elected?

"I would like to see the Grocers' Association a strong and powerful body, a mighty factor whose advice would be asked and whose wishes would be heeded, whose just demands would be complied with and whose influence would be felt, not alone and not so much in politics, but in all matters pertaining to the public good and the welfare of the people.

Satisfied With Crumbs.

"I see no reason why we forever should be like the dogs in the story of the Bible—satisfied and content to eat the crumbs that fall from our master's table. Are we not all citizens of the same country, with equal rights?

"But we must not forget that to get positions of trust and of honor, we must fit ourselves for the position and prove ourselves worthy of the honor.

Plenty of Work at Hand.

"There is more than enough work on hand, so let us start in and do it. In our city we have the peddler nuisance, the ice trust, the telephone trust, dead beats, unfair competitions, price cutting, jealousy among our members, long business hours, horse stealing, milk and spice question, street railway nuisance, unjust discrimination and other evils that beset us on all sides.

"Let us keep up the fight and not throw our guns away. Success must eventually come.

"Let us go out and spread the gospel of association, and when you succeed in building up an organization that counts, every grocer in every city, town and hamlet in the State for a member, you will then have an accociation that will be respected."

WANT BREAD TRADE.

The retail grocers of St. Louis have taken up a campaign to induce the bakeries of St. Louis to discontinue the practice of selling bread to small restaurants, boarding houses, etc., who would otherwise buy from retail grocers. They also wish to stop a Sunday delivery of bread.

At a meeting of the St. Louis Retail Grocers' Association held recently, letters were read from the leading bakeries of the city in which all expressed a willingness to quit both practices, provided a satisfactory agreement could be reached, and the Heydt Baking Company sent word to the association through Henry Lutz that he had already decided to quit delivering to small restaurants, boarding houses and saloons and would run no Sunday wagons. The Bread Committee was instructed to call on the other bakeries, all of which have expressed a willingness to fall in line, at an early date and get them to follw this example.

SUGAR MEN LOCATE.

The California & Hawaiian Sugar Refining Co. is moving into offices on California street, near Front.

The Spreckels' sugar interests are now being moved into a very commodious three-story brick structure just completed and located at 56-60 Clay street. This Spreckels building is one of the first permanent structures to be ready for occupancy since the fire.

The Honolulu Plantation Co. is located at 212 California street, where its product is being sold by M. Ehrman & Co. (formerly wholesale grocers.)

PLANS FOR BAKERY.

The Stndard Biscuit Co. now has its temporary offices at 1960 Lyon Street. The new factory building in course of erection will be located at the corner of Sansome and Pacific streets. The building, which is of brick, will consist of four stories and basement 70x137½. The new factory will have three immense ovens, with a daily capacity of 25,000 pounds. The machinery will include every new device known in the manufacture of biscuits and cakes.



THE BOUQUET AND EXQUISITE FLAVOR OF

HUNTER RYE

IS DUE TO ITS HIGH CHARACTER AND THE REFINEMENT OF AGE



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.



An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em $8.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

MARYLAND CASUALTY COMPANY, H. B. Windsor & Co., General Agents, Temporary Address, St. Paul Building, corner Clay & 12th Streets, Oakland, will be in permanent quarters, Rooms 796-797 Monadnock Building, San Francisco, about September 1st.

All branches of Accident, Health, Casualty and Liability insurance. Assets, $3,381,994.

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

RETAILERS' PROFITS.

Advantage The Small Dealer Has Over His Big Brothers.

During recent years, the net profits of the larger retail grocers has been shrinking, due to growing expenses and intensified competition at large centers of didstribution.

The department and chain stores with their great expenditure for advertising, costly delivery service, displays and exhibits have forced the ratio of expense to gross profits up to 20 to 25 per cent., reducing the net profit so low that 2 per cent. in the total amount of sales is now deemed a very good net result.

Recently a statement made by a very large retail house, doing a considerable jobbing trade in specialties, shows that the net profit on a business aggregating millions was a little under 4 per cent. Probably this was equivalent to a return of 10 per cent. on the capital employed. Even then, that is not up to the dividends declared by some banks and insurance companies.

Practically all the benefit received by the larger dealers through buying from first hands, is more than offset by their heavier expense account. This condition is such as to give the single shops a continuous opportunity to demonstrate to consumers that on the general line of groceries they can undersell the department and chain stores.

This probably accounts for the thrift, enterprise and prosperity of the retail grocery stores and delicatessen shops on our city avenues, and the generally high character and attractiveness of their stock and stores. —American Grocer.

BEATING THE PEDDLERS.

Washington Grocers Make Showing Against Outsiders.

Here is what the Colville, Wash., Statesman-Index recently had to say about the war between the grocers of that community and the peddlers:

"A gang of box car peddlers have been operating of late in the vicinity of Colville, claiming to sell groceries at prices less than asked by the old reliable dealers of this place. The arguments advanced by the peddlers are numerous, and one is that they are selling for a Portland wholesale house and are unable to sell to the Colville dealers, and so are selling direct to the consumer at the same prices the merchants would have to pay for the goods. To note just how far the claims of the peddlers are born out it will be seen by examining the following list that the oily tongued peddlers are really selling at a price about 33 per cent higher than the home merchants ask for the same goods.

"The list was taken from one of the bills filled by the peddlers for one of our prominent citizens, who no doubt was convinced that he was getting a bargain, but if he had consulted his own dealer in his home town he would have gotten the bill filled at from 25 to 33 per cent cheaper and would also have received first-class clean, fresh goods, and then if not found satisfactory he could have returned them and had them replaced with what he wanted. The local dealer is expected to keep up the churches and donate to all local enterprises and always wear the smile that is expected of them whether you pay your bills or not.

"Here is the list from which to draw your own conclusions:

	Peddler's Prices	Colville Prices
10 lbs. Baking Powder	$ 3.70	$ 2.00
3 lbs. Bulk Cocoanut	1.92	.75
10 lbs. Rolled Oats	.30	.40
5 lbs. Pearl Barley	.25	.40
6 lbs. A. & H. Soda	.25	.50
2 lbs. Ground Ginger	1.92	.75
5 lbs. Bulk Pepper, gr.	1.11	1.50
2 lbs. Bulk Mustard	1.28	.60
25 lbs. M .& J. Coffee	10.50	10.00
6-oz. bot. Jam. Ginger	.75	.35
6-oz. bot. Orange ext.	.75	.65
	$22.73	$17.90

Difference in favor of buying of the local merchant, $4.83. The above prices are standard, 5 per cent off for cash.

RESUME THEIR ADVERTISING.

Baltimore, Md., Aug. 17, 1906.

Messrs. Publishers Retail Grocers Advocate, 1714 Webster St., San Francisco, Cal.,

Gentlemen:—Chas. M. Reynolds Co., who are now the representatives of Hunter Rye in the states of California and Nevada, inform me that the better grocery houses are handling whiskey in sealed packages and doing quite a good family business, and that in view of same, they would recommend that the advertising of the above named whiskey be resumed in the **"Retail Grocers' Advocate."** As Messrs. Wm. Lanahan & Son are in accord with this idea, you will please start the Hunter work again in your columns in earliest issue after you receive this letter. Very respectfully,

L. A. Sandlass.

G. H. BALLOU CO, INCORPORATE.

San Diego, Cal., Aug. 13, 1906.

Editor Advocate:—We take pleasure in announcing the incorporation, under the laws of the State of California, of G. H. Ballou Company, and at the same time expressing to the trade the appreciation of our predecessors, Ballou & Cosgrove, for the many favors and liberal patronage extended to them during the past seventeen years.

With increased facilities and the determination to always be headquarters in our line, we can and will serve our friends to their entire satisfaction.

We respectfully solicit as large a portion of your business as you may feel our experience, ability, standing, methods and products entitle us to reasonably expect. We want your good will, and the manner in which we interpret and execute your valued commands will convince you that we also want your business. Very respectfully, **G. H. Ballou Company.**

HAAS BROS. INCORPORATED.

Haas Brothers, certified copy capital stock, $400,000; subscribed, $6000; shares, $1000 each. Directors: William Haas, Leopold Klau, Edw. Klau, Abe Mertief, Adolph Klau, Kalman Haas, 1 share each. Place of business, San Francisco.

LENFESTEY IN TOWN.

P. E. Lenfestey, agent for the Bond Scale Co., the Perfection Account System and other specialties is again in San Francisco. He is located at 49 Hartford Street.

SEASONABLE SUGGESTIONS

Ideas From Many Sources That Will Be of Value and Interest to Retail Grocers.

Work spells success.

Keep up with the season.

Canned peas are a purchase.

Don't delay that clearance sale.

Its hard to get a $12 clerk for $5.

The spice business is very active.

The standards of living are advancing.

Citron is tending upward, say advices from Italy.

Sell what your customers want and maintain the quality.

Be not simply good—be good for something.—**Thoreau.**

The satisfied man is not always the most ambitious one.

Try always to be just a little ahead of your competitors.

Don't give the professional deadbeat a minute's rest.

Weak men wait for opportunities. Strong men make them.

Don't be forgetful today, or you may be regretful tomorrow.

The highest grades of salmon will be very short this year.

Coffee market has been booming, under advancing prices.

Toilet soaps offer a chance for some good bargains at present.

He is foolish who in the struggle for wealth, loses good health.

The market on canned peas is taking on an even firmer tone.

Things don't turn up in this world until somebody turns them up.

The average cost of producing tea in India in 1905 was 11½ cents.

Everything in the canned fruit line is a good purchase. Buy now!

Never allow a customer to see that you are tired of waiting on her.

Courtesy brings the greatest returns and requires the least investment.

Olive oil should be kept in a cool, dark place. Sunlight is bad for olive oil.

Keep the flies out. Ten or a dozen dead flies will queer the best window display.

Reports from all parts of the country indicate an enormous apple crop this year.

Dirty eggs are almost as bad as rotten ones, in the eyes of the average housewife.

The business man who labors when he is awaiting returns, generally finds his reward.

Many who only want half a chance, lack the capacity to make the best of a full chance.

Fix up the store. Get the old things ready for bargain sales. Make a general clean up.

The man who is too careful not to get his hands soiled will never pan out much gold.

Some Pacific Coast canners will run as low as 8 per cent on their deliveries of asparagus.

It is a losing game to keep open until 10 o'clock to sell a box of matches or a yeast cake.

Don't wait for extraordinary opportunities. Seize common occasions and make them great.

More and more grocers are becoming converted to the use of tables for the display of goods.

Tea is very cheap in China. In one province of the empire good tea is sold at three cents a pound.

To build up a big trade on any article you must not be afraid to give away plenty of samples.

A cheery smile and the glad hand are the two best trade-winning attributes that a merchant can have.

More successful men are graduates from the school of experience than there are from the great colleges.

Proper display of groceries is a great stimulus to sales. Glass cases are worth their weight in gold.

Grocers should see that the State Legislature makes the pure food law harmonize with the National Law.

The art of salesmanship is the art of influencing people to prefer your goods to those they can buy elsewhere.

Make a good window display out of the bakery goods. It will advertise your cake and bread business and help sales.

If you have been fortunate enough to win the good opinion and confidence of your trade, make it a point to retain it.

When you have finished waiting on a customer don't ask, "Is that all?" Say: "What else can we do for you this morning?"

GET THE CREAM OF THE BUSINESS.

. . . SELL . . .

CARNATION
.. CREAM . .

AND BE

"The Modern Milkman"

PACIFFIC COAST CONDENSED MILK CO Seattle, Wash.
JOHN H. SPOHN CO,, Agents, San Francisco, Cal.

Be agreeable, be careful, always ready to right a real or fancied grievance and stick like a leech to your work and your word.

Imports of lobsters, canned and uncanned, into the United States during the twelve months ended June 30 were valued at over $1,000,000.

A store with a good system, well lived up to, inspires confidence on the part of the purchasing public, the bank and the jobbing house.

When you find a brand of goods that suits your customers, stick to it. Your trade will appreciate getting uniform quality all of the time.

Packers of French peas have announced that their deliveries of 1906 packing will be very short, owing to weather and crop conditions.

In view of the present light supply of rice throughout the country it is the opinion of many that prices will show a sudden advance shortly.

Under a strong demand, the rice market has grown very firm and the wise ones are predicting that quotations will soon have to be marked up.

There is going to be a big call for loaded shells this fall and the merchant that carries a well selected stock is the one that will get the business.

Push the goods that help to pay the rent of the store and the salaries of the clerks. Let the staples that don't pay any profit to speak of sell themselves.

The woman who enters the grocery store in the majority of cases hasn't her mind fully made up as to what she will buy, therefore, goods should be displayed.

If you have a clerk who dresses sportily, spends money freely and is a general all-round good fellow, watch him. The wherewith may be coming from your cash drawer.

Coffee deliveries are running nicely ahead of last summer. A rising market stimulates demand. The outlook is good for a higher range of prices in 1906-07 than in 1905-06.

Walnuts promise to be a good crop in California. Of almonds there is only about a quarter of a normal crop. It will be a case of "first come, first served" in taking care of the demand.

The plan in the modern grocery store is to have everything in plain sight and easy reach, where it can be seen, examined and handled. There should be a price ticket on everything.

Pecan nuts will be about a month late on account of dry weather. Indications point to one of the shortest crops on record. New crop pecans may not arrive in time for the Thanksgiving trade.

Don't try to get trade by talking mean about the man across the street. Your customers are much more interested in the quality of your goods and your prices than in your opinion of your competitor.

Scheer, Morehouse & Grandi,

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.

Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco, foot of Spear St.

Men and women have more money to spend for food today than ever before. The average wage of today will buy from two to a dozen times as much as did the average wage of the early period of this country.

Canned meats and canned salmon should be pushed to the front. If kept in the background their sale even in ordinary seasons may be small, but pushed with vigor they should even a meat-packing scandal scorn.

Pickles, chow chow, etc., should be kept in neat half-barrels covered with large circular plates of thick glass, which allow the contents to be plainly seen, yet keep out the dust, dirt and flies, also the fingers of "tasters."

Don't sit around and kick because your business is going to the man across the street that has up-to-date fixtures in his store and uses modern methods to please his customers. Get into the band wagon of progress.

The store that has won a reputation for good merchandising methods, for the quality of its goods and the strict attention to the wants of its customers is sure to retain its hold on the public, and to be successful, even in dull times.

If you have a good vinegar, now is the time to let the public know about it. From now on vinegar sales will be good. Get after the business. Let the housewife know that you have everything in the pickling line that she needs.

Keep your books right up to date, so that you need not keep a customer waiting more than two or three minutes for a statement of his account, in case he should call for it unexpectedly. The McCaskey account system does this.

Dealers make a mistake, we think, when they worry much about prices and overlook quality. Few people bother their heads because their grocer charges a cent or two a pound more than the minimum price, provided his groceries are all right.

July exports of canned beef, 1,059,852 pounds, against 5,232,797 pounds, July, 1905. Total for seven months ending July, 28,788,778 pounds, against 43,633,159 pounds same time in 1905. Exports of salted beef and hog products were larger in July this year than last, while those of beef decreased.

Discounts are a source of sufficient profit to satisfy some business men with what they make on discounts alone. Discounts should be doubly attractive to a man in a line of business which affords profit in the shape of advance in selling price over cost of goods, as he is then in position to make two profits.

The grocer who sells a coffee for 30 cents which he buys for 16 cents is asking too much profit. Good values tell the story in coffee as in anything else. Because some people will buy 30-cent coffee out of a 25-cent can is no good reason for thinking such a policy is sound. No grocer has yet built a permanent coffee trade on that system.

Through the efforts of ex-National Secretary Fred Mason and other live Association members, the Diamond Match people have dropped their coupon scheme. The anti-coupon crusade should be kept up until the soap manufacturers, the coffee roasters, dozens of others yet in the coupon business, quit and market their products on merits alone.

KELLY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTER & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

BUILDING BUSINESS.

Suggestions For Increasing the Trade in Teas and Coffees.

While the grocers all over the country are agitating the premium and coupon proposition, which is a very commendable act, it might not be amiss to look into the matter a little deeper and see that part of this energy were spent in another direction, says a correspondent of the "Interstate Grocer."

I do not want to be placed in the light of opposing the premium fight; on the contrary, I am doing everything in my power to assist them, as, I think the practice of "giving away" should be abolished.

But we have a department in our stores which is more neglected than any other, and although it is our best money maker, it seems grocers give it less attention than anything in their stores. I refer to our tea and coffee department.

Why the Peddler Thrives.

We complain that, owing to the presents given away by the pedddler, he gets the trade, and because he only has one line to push, the peddler is able to give it more attention than can the grocer.

I admit that it is true, but, on the other hand, does the grocer give this department enough attention to warrant the customer to give the grocer the coffee business ?

Let us see.

Enter the average grocery store, ask for a half pound of gunpowder tea. If the grocer has it, he generally scoops it out of a small, old style can, that holds perhaps five to ten pounds. Now, if this customer really wants to buy the tea from the grocer he, in the manner in which he handles it, leads her to believe he only carries it in a small way, and naturally if she passes a tea store and sees it properly displayed, will buy there.

A Good Showing Helps.

Every grocer should set aside a certain space in his store for the display of tea and coffee. Then he should try to keep good goods.

He should talk tea and coffee to every customer that enters his store.

He should spend a little time in studying how to make tea and coffee.

He would make more money for himself then than he does now by passing resolutions condemning the peddler.

Teach Your Trade.

Did it ever occur to you that not one woman out of ten knows how to make coffee or tea properly ?

Do you know, more cooks spoil coffee by reason of not knowing how to make it, than anything else ?

Very often the grocer is blamed for furnishing a poor grade, when the entire blame rests with the cook.

In making coffee, only fresh water from the faucet should be used. Water should never be poured on until it boils furiously. How often do you see cooks pouring water over coffee that has been boiled two or three times and hardly allow it to come to a boil.

Point Out Mistakes.

Then some cooks will add fresh ground coffee to some old grounds, boil this mixture and expect to make a good cup of coffee.

This is a point I maintain a grocer should be posted on and tell his customers. When a grocer says he cannot tell this to a lady without offending her, I say he simply is no salesman and should not be in business.

Now, this is not a criticism on my part. I honestly believe if we all go to work on these lines:

First—Keep good teas and coffees.

Second—Display them properly.

Third—Ask every lady before leaving the store whether she does not need any tea and coffee, it would be the means of increasing trade on the best money maker we have and would offer the peddler a greater opposition than in anything else possible.

SOLD THE CUTTER.

Story of A Missing Cheese Knife and the Opportunity For a Ten Strike

"I was in a small town selling cheese cutters," writes G. Faysum in "Salesmanship." Nearly every merchant I saw bought readily; but I finally struck a particularly hard and difficult prospect.

"This merchant was of a very saving and economical nature, and all the arguments I could invent awake and in my dreams, could not bring him to spend the sum of $30 for the cutter.

"The more difficult the prospect was, however, the more resolved I became to sell, and at last my opportunity came. I had figured it out to go in when he was particularly busy, and see how much time he lost by not having the cheese cutter.

"Luck was with me on this occasion —the seventh time of calling.

"An important customer wanted to buy some cheese, the knife was mislaid, and no amount of search could bring it to light. At last after frantic inquiry, it was discovered the small boy in the store had been using it to behead a chicken with.

"The knife was then wiped and the lady served.

"I had my watch in my hand timing him. Other customers were in the store, and it was amusing to see how he would put the knife down somewhere in his hurry, and then lose several minutes looking for it.

"When the coast was clear, I went up to him, and hot as he was then, I knew better than to talk cutters right away. I spoke of the weather, ball games and athletics, and then brought forward the scale of a cutter.

"Yes," he said, "I see you tried to make a monkey out of me by timing me."

"Not at all," I said (though it was evident I had been timing him) "I was just demonstrating to myself how advantageous it would be for you to save all that time by getting a cutter —so that I could talk with certainty about its usefulness afterwards."

This mollified him and he gave me the much coveted order.

GOOD COFFEE BLENDS.

Suggestions of How Dealers Can Prepare Attractive Offerings.

M. J. Walsh, in an interesting article on coffee, gives the following suggestion for three blends, the first low priced, the second medium, and the third choice:

No. 1. May be made from a fair Rio and Santos, low grade Maracaibo or other mild sort in the proportions of half and half, or, when three or more varieties are used, in equal quantities.

No. 2. Is composed of equal quantities of a large, white bean Santos and Cucuta Maracaibo or other standard mild growth, the whole being strengthened by the addition of one part choice Rio, if considered too weak in body.

No. 3. When a really rich, smooth, mellow beverage is desired a combination composed of one-third Arabian Mocha and two-thirds Preanger Java will yield the desired results, while a liquor equally as good, if not more popular, may be obtained from equal parts of Cucuta or Merida, Maracaibo, Aden, Mocha and Preanger Java, particularly when fresh roasted.

For good coffee the most common practice is to blend a Padang Java and Cucuta Maracaibo, or large, yellow, old bean Santos in the proportion of 40 pounds of the former to 60 pounds of either, or both ,the two latter, the combination answering well for a straight coffee and for which it may be safely sold. In fact, one of the so-called finest Javas in the market today is composed of these three varieties, the addition of the Santos improving the combination, as it lends to it the essential quality which is lacking.

ENTERTAINED MR. FLIEGER

Vallejo, Cal., Aug. 15.—The "News" says:

"E. Flieger, one of the well known grocers and a leading Hermann Son member of San Francisco spent yesterday in this city as the guest of Henry Hollman."

FRESH STOCK OF

NUTRITO

Just Arrived

Rochdale Wholesale Company

Distributing Agents

THIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company

Formerly 117 Battery St.

San Francisco

TEMPORARY LOCATION

Seventh and Franklin Sts, Oakland

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Local market shows no change.

New York, N. Y., Aug. 29.—Raw sugar is firm at 4 for 96 deg. centrifugals. Granulated steady at 4.90c.

New York, N. Y., August 23d.—Willet & Gray reports:

"Raw advanced .065c during the week, and refined declined 10 points. The advance was in small fractions and established the quotation of 3.94c for 96 deg. test on the spot. The lowest price now named by sellers is 4c. At the close, 4c was paid for distant Porto Rico centrifugals. Only very moderate quantities could be obtained at the higher price. The news of the revolution in Cuba has created fears of the delaying of the harvest of that crop. This will greatly enhance the value of cane sugars now in stock."

COFFEE.

New York, N. Y., August 23rd. — Willett & Gray report:

"The valorization plan's pros and cons have had some influence in the market changes in the past week. Europe and the States now stand in the market as buyers from sheer necessity. Europe has no coffee in the interior and, in the sea ports the smallest stocks in years. This is due to the fact that Europe has abstained from buying hoping that a full Santos crop would mean lower prices. Early activity in the valorization plans and the unsatisfactory outlook for the next growing crop indicated that Brazil can control the market. Any further unfavorable developments as to the next crop would result in a great rush to secure coffee."

RICE.

New York, N. Y. August 21st,—Dan Talmage's Sons Co. report:

"The usual mid-summer dullness incident to the vacation period can hardly be said to have prevailed during the past week, for, while conservatism has governed the action of many individual buyers, the demand has actually run ahead of the season, and there is a much more wide spread inquiry as well as movement.

"The reports from the growing crops, both on the Atlantic Coast and in Louisiana and Texas are still favorable, and except for the continuous rains along the River parishes, the receipts of New Crop would be fairly plentiful. As it is, however, supplies are coming forward slowly, and are, therefore, held for full figures especially as the Hills are all contesting for the stuff. Some of the mills have shut down in consequence of the lack of Rough Rice on which to run, which keeps the Cleaned market exceedingly strong, and the general feeling prevails that there is no chance for recession in prices for some time.

"Cables and correspondence from abroad report firm conditions in the face of light supplies from the far East."

PRUNES.

San Jose, Calif., August 18th.—At a meeting of the San Jose Grange, it was reported that in Mountain View and surrounding country a large percentage of the prunes had dropped and the crop was going to fall short of all estimates.

New York, N. Y., August 13th.—The "Journal of Commerce" says:

"Commercial packers who have sold to Eastern distributors on a 2c basis are endeavoring to purchase from growers at that price. Some of these packers are reported to be paying a 2 3-8c basis for full [illegible] ments."

San Jose, Calif., August 8th.—Walter A. Frost, president of the National Canned Goods Association said to a Santa Clara prune grower recently:

"Instead of 4000 to 5000 tons of prunes there are only from 60 to 80 tons being carried over in the cold storage plants of Chicago. If the prices are low the growers have themselves to blame. The growers might just as well have sustained a 3c basis this season."

Los Gatos, Calif., August 8th.—J. J. Shaner reports:

"The crop of prunes is now approaching the ripening period. Some orchards are well loaded, but such are very much in the minority, more have a fair crop, others are light and light-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo County

CALENDARS

$2.50 to $10.00 per 100.

Reductions on Big Orders.

ALL SIZES
MANY DESIGNS

Samples at our Office



Phone West 3067.

1714 Webster St. San Francisco, Cal

er until there is only a pound or so on a tree. The crop has been overestimated as to tonnage. This is borne out by the prunes running to good sizes."

RAISINS.

Fresno, Cal., August 23, 1906.—A prominent grower writes the **"Advocate":**

The raisin crop will not be more than 70 per cent of an average crop. The vines have been damaged by the Thrips which exposes the grapes to the burning sun. Four Crown raisins are going to be very scarce. The packers are offering 3¼c sweat box weight. This does not satisfy the growers who think 4c is nearer right. It will be September before much raisin picking is done."

Fresno, Calif., August 17th.—"The Republican" says:

"The raisin market is getting firmer. Packers are offering 3⅜ to 3½c for new goods."

DRIED PEACHES.

Fresno, Calif., August 17th.—There is an upward tendency on dried peaches. Prices advanced from 8 to 10c and then declined to 8½c. They have now gone up again to 9c.

DRIED APRICOTS.

Ontario, August 11th.—Dealers are offering 13½c for Extra Fancy stock as against 12½ that was being offered growers last week.

WALNUTS.

Santa Ana, Calif., August 11th.—The coming walnut crop will be somewhat larger this year than last season. The nuts are larger.

FILBERTS.

A cable from Messina reports a very strong market on both old and new crop Sicily filberts, but no quotable change in prices.

BEANS.

Santa Barbara, Calif., August 14th.—This will be the banner year for the bean growers in Santa Barbara and Ventura Counties. The crop is turning out better than last year when the records were broken.

Schulze-Hansen Company report under date of August 4th:

"According to our predictions in our last writing, quite a sharp advance has taken place in pinks. Selling today at from $1.95 to $2.15 as against $1.70 to $1.90 a few weeks ago.

Limas, Bayos, Cranberry beans and Garabanzos declining. Small and large whites firm at last quotations. Red kidneys and spot blackeyes very scarce.

"New Crop.—Limas, Bayos, Cranberry beans and Garabanzos looking excellent, and should weather conditions during harvesting time be favorable a very large yield can be looked for.

Large whites, pinks and red kidneys going to be light as compared with last year.

"Small whites about the same as last year."

Detroit, Mich., August 11th.—Caughey & Corran report:

"The bean market is quiet with a tendency in the buyers favor. The new crop is coming along in good shape.

Albion, N. Y., August 13th.—Tildan &Sharpey report:

"The bean crop looks fine. The yield promises to be large and of good quality."

HONEY.

San Diego, Calif., August 11th.—Simon Levi reports:

"Since June there has been quite a change in the honey situation. All hopes for a good crop have now disappeared. We will not have over a quarter to a third of a crop.

"Some of the dealers who sold "futures" will pay dearly for the experiment, while those who bought early will reap the benefit, and should make money. Orders to-day could not be duplicated at an advance of 25 per cent. Shipping is now going on at a lively rate, and no orders are being taken until all "futures" have been filled. When this is over with there may be a few cars gathered up to supply the regular trade, but the season is practically over."

CRANBERRIES.

Boston, Mass., August 17th.—"New England Grocer" says:

"Army worms are creating havoc in the cranberry bogs. The vines blossomed heavily this year and the prospects are that the crop will be a large one in spite of loss."

CANNED FRUITS.

New York, N. Y., August 15th.—The special correspondent of the "Trade" reports:

"The market is much firmer on California and southern peaches of all descriptions. Jobbers seem disposed to buy goods now offered in Califor-

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Just Liquid Sunshine

Purity Olive Oil

It is Nature's tonic for the human system. A food for brain and body.

Purity Sells There is more PURITY OLIVE OIL sold than any other two brands on the market.

Purity Pays Profit The low cost and maintained retail price insure you a better margin than you are now getting.

CHAS. P. GROGAN

1744 Albion St., Los Angeles, Ca

Sole Maker

nia pack lemon clings and in nearly all instances the coast basis is higher. Reports from Delaware indicate a meagre pack with cost of raw fruit higher than usual. The California Canner's Association is not offering extras or extra standard lemon clings. Pears are easy. Gallon apples are more firmely held for futures at $2.00 per dozen delivered. Packers are said to have sold rather freely at $2.05 and $2.07½ per dozen, and are now holding off awaiting developments. Spot gallons are scarce with outside figures generally quoted and very little buying done."

EASTERN CANNED PEACHES.

Up to six weeks ago the Baltimore packers of peaches had every reason to expect a very heavy pack. Since then they have entirely changed. Heavy rains have injured the quality of the fruit and has curtailed the supply of fine grade so greatly that some packers have withdrawn prices while others have advanced prices 10c per dozen.

CANNED TOMATOES.

Retailers of California have held off from buying this year. Jobbers have not pushed future goods, as the canners withdrew the first 70c quotations for standard 2½s inside of a week after they were offered. It is probable that when the trade does begin to stock up, there will be something doing as to prices. A price of 80c is now quoted to retailers.

Baltimore, Md., August 17th.—The "Trade" reports:

"Even if the crop continues at the present rate up to the middle of September, the pack of tomatoes will not amount to the normal average. The frosts of May and the rains of June and July with other drawbacks has combined to bring about this result. Canneries are paying $8 to $9 per ton for tomatoes. Prices are held firm around 80c delivered, for full Standard 3's. Late pack futures are not freely offered now. The lowest prices offered seem to be 75c F. O. B. factory."

Aberdeen, Md., August 11th.—Strasbaugh-Silver & Co. report:

"Weather conditions remain unfavorable. Some high ground patches show prospects of a fair crop, while low ground patches are reported bare of green tomatoes and in many cases almost entirely drowned out. Packers are not pushing sales of futures and during the past few days, we have had instructions from some to cover their future sales, as they will not be able to pack sufficient quantity to fill orders already booked. Whatever may be the trend of the market during the next ninety days rests entirely on weather conditions and when the first killing frost will appear. But all things considered the yield per acre cannot be more than two-thirds to three-fourths of an acreage."

CANNED CORN.

Baltimore, Md., August 17th—The "Trade" reports:

"There will hardly be more than 50 to 60 per cent of a pack this season since the crop was deliberately shortened by the wise action of the packers. There is sufficient carry over to supply the deficiency. Packers are firm in their views. The acreage of Maine corn is small and the yield per acre is smaller than last year. As a consequence, the Maine futures are offered sparingly in fancy grades at the recent advancing price."

Aberdeen, Md., August 11th.—Strasbaugh-Silver & Co., report:

"In this section, it does not indicate more than one-half to two-thirds yield per acre of corn, with many fields showing yellow and unhealthy appearance. Fancy grades are in request, as indications point to a small percentage of fancy stock this season."

CANNED PEAS.

Baltimore, Md., August 17th.—The "Trade" reports:

"The shortage of canned peas came from lack of interest on the part of the growers as well as of the packers themselves. The result will be good on the general market. The position of the new pack is strong. The shortage in better grades is quite likely to lead to advance in prices before long."

Chicago, Ill., August 17th.—The correspondent of the "Eli Grocer" reports:

New York canners are all sold up on peas and a number of them are delivering short. One heavy packing establishment in New York is said to have made the following deliveries:

On No. 1 sieve Alaska peas 30 per cent.

On No. 2 sieve Alaska peas 30 per cent.

On No. 2 sieve Alaska peas 50 per cent.

On No. 4 sieve Alaska peas 100 per cent.

On sweet peas about the same percentages were delivered.

CANNED SALMON.

Seattle, Wash., August 25th.—The

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS.

Alpine gives the Dealer a Profit. It pays you to handle it.

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.
Temporary Office
922 Franklin Street, Oakland Factory: HOLLISTER, CAL.

Best People On Earth
EAT
Best Prunes On Earth
FROM
Best Place On Earth

Los Gatos
Cured Fruit Company
Growers
and
Packers

Fancy Santa Clara Valley Prunes

DIRECT
From Orchard where
GROWN
to the
DEALER

Los Gatos, California.

Write for prices. We guarantee satisfaction in every respect.
Give us a trial order.

We will sell it to you at the right price.

"Trade Register" reports:

"It is quite evident from the apathetic disposition of the trade that the prices packers have made on sockeye are too high, and that buyers are waiting the opening price on Alaska red. The sockeye pack has been a disappointment, even for the off-year, but the best consuming months are about over, and unless Alaska red should open high—which would again cut off consumption—the trade will buy reds rather than sockeye or chinook. The Trade Register expects prices on Alaska salmon to be named the first of next week and believes the price on red will not be above $1."

"The Fraser river sockeye pack to August 18 was 156,107 cs., against 837,489 cs. in 1905, 72,688 in 1904, 204,809 in 1903, 293,477 cs. in 1902, and 245,904 cs. in 1901. This year's pack is 137,370 short of that of four years ago, but more will probably be packed before the season closes."

"In addition to the sockeye prices named by the H. Bell-Irving Co., reported last week, that firm quoted 90c on ½-lb. Alaska reds and $1.25 for flats, f. o. b. Coast."

Seattle, Wash., August 18th.—Philip F. Kelley, of the Kelley-Clarke Co., reports:

"The salmon pack of Puget sound will be about 150,000 cases. The pack on the Fraser, has been 155,000 and that of Northern British Columbia 224,000 cases, all sockeye. This makes the Sound and British Columbia packs each about 700,000 cases short of last year's figures. The Alaska pack also, will be something short of the estimate, which was 1,800,000 cases. Prices for both the Puget sound and the Alaska salmon are to be set within the next two weeks."

New York, N. Y., August 15th.—The special correspondent of the "Trade" reports:

"Heavy sales of red Alaska are reported. The principal holders are quoting $1.05 firmly. It is reported that a very small quality is available at $1.02½. It is now stated that the Alaska pack will be 1,000,000 cases short of last season."

Griffith-Durney Co., reports under date of Aug. 4, 1906:

"It is estimated that the pack in the Behring Sea section is between 75,000 and 100,000 cases less than it was in 1905. Over 60 per cent of the Alaska red packed is put up in Behring Sea; the other 40 per cent is packed in what is known as Central and Southeastern Alaska. The news we get from that section is conflicting. Some packers have had fairly good luck, others have had very poor luck, but it can be safely stated now that the entire pack of red Alaska will be short of last year.

"Packers in Southeastern Alaska, where the bulk of the pink salmon is put up, advise us that the outlook is poor for a full pack.

"Considering that this is the off year for Puget Sound humpbacks, and that the market is virtually bare of spot pink salmon, we can state positively that there will not be anything near enough pink fish packed to supply an ordinary demand.

"The sockeye pack up to date is as follows:

Puget Sound	**70,000 cases**
Fraser River	**30,000 cases**
Rivers Inlet and Skeena River	**215,000**

"Last year the pack of sockeye amounted to the following:

Puget Sound	**over 850,000 cases**
Fraser River	**870,000 cases**
Skeena and Rivers Inlet	**290,000 cases**

"While the pack on Fraser River and the Puget Sound varies to a tremendous extent, and in these two places there is a large pack but once in four years, the pack on the Skeena River and Rivers Inlet is very uniform in quantity every year, and it is generally safe to figure on a pack of 250,000 cases in these two rivers.

"There will, therefore, be a tremendous shortage on sockeyes. Packers will be able to realize whatever price they place on same.

"There has been no scramble on the part of packers of either Alaska or sockeyes to sell out their pack this year. They have all realized that this was an off year, and for that reason have refrained from making prices until they knew just what the situation warranted their asking.

Astoria, Ore., August 14th. — The pack up to the present time will total from 225,000 to 240,000 cases. Should the remainder of the season be at all favorable the pack of last year will be equaled. No extension of the season will be asked for or granted.

Blaine, Wash., August 13th. — The fishing and salmon canning business is about over for this year, so far as Blaine is concerned. This season's pack, while not large, will enable most of the packers to get thru without losses.

Victoria, B. C., August 9th. — The salmon pack of British Columbia this year is estimated at 403,500 cases. Last year the pack was 1,167,460 cases.

A Summary of Bowser Advantages

ALL-METAL, UNBREAKABLE GALLON PUMP

GALVANIZED STEEL TANK

BRASS VALVES

SELF-MEASURING DEVICE

ANTI-DRIP NOZZLE

COMPUTER

FLOAT INDICATOR



Combined, they give you a **self-measuring, self-computing oil outfit,** with which, at one operation, you can pump and measure gallons, half-gallons or quarts as desired, directly into your customer's can, without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank, and just what quantity is emptied into it.

SEND FOR CATALOGUE BB.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

AMERICAN SARDINES.

New York, N. Y., August 14th.—B. O. Bowers & Co report:

"Fish continue scarce at the factories. Present market price f. o. b. Eastport ¼ Oil Sardines, Keyless, $2.50; Key Cans, $2.60; ¼ Mustards, Oil Size, $2.40; ¼ Mustards, Large Size, $2.60, all drawn cans; ¾ Mustards, 50 tins, $2.25; 48 tins, $2.15.

New York, N. Y., August 14th.—Jed Frye & Co., report:

"The catch of fish at the Sardine canneries in Haine has been extremely irregular, and while it was thought by some that the conditions there had changed last week, since then there has been a comparatively light catch. Prices remain very firm on all grades."

New York, Aug. 21, 1906.—Strohmeyer & Arpe Co., reports:

Holland Herrings. Are plentiful and demand very small yet.

Scotch Herrings. .. Shipments arriving very freely, prices are lower. Demand somewhat restricted by the hot spell.

Imported Sardines... Just had a cable from France advising catch of some small fish which is very encouraging, and we hope that the catch will improve, as stocks are very small and French Sardines are badly needed. In Norway, the catch of sardines is also very poor just now and packers cannot execute orders promptly. There has been of late quite a competition on those Norway Smoked Sardines, and quite a number of lots have been offered in the United States by irresponsible parties and when the goods arrived they were all rejected, both the fish and oil being of such quality that the goods were really unfit for food purposes, There is an increasing demand for this little delicacy the Norwegian Smoked Sardines in oil. This sardine is virtually skinned and boneless and of a most delicate flavor and the increasing demand has induced a good many people to go into the manufacturing of this fish, but there are very few indeed who understand how to prepare this smoked sardine so that they will really be a delicacy. A number of lots of smoked sardines which have come here lately are sure to conflict with the Pure Food regulations. Buyers should be extremely careful as to the brands of smoked sardines that they are buying so as not to have any trouble with the same. It should be remembered that a good article cannot be sold for less than it costs to put it up and the retail grocer will soon discover how to distinguish between good and bad Norway Smoked Sardines when his customers will refuse to buy again the cheap sardines that he may have recommended them."

COD FISH.

Union Fish Company reports under date of August 6th:

"Two carloads of newly arrived shore caught, Alaska cod fish insures more than enough to meet the requirements of this market until the arrival of the Summer fleet next month. Indications are for an overstock this fall and probably a scramble to get rid of stock. Present general trade is unusually good for this time of year and payments more prompt than usual."

HOPS.

Nottingham, England, August 15.—U. S. Consul Frank W. Mahin reports:

"The hop crop which in 1905 was a record one threatens to be almost a failure this year. Similar reports come from the Continent."

SPICES.

New York, N. Y., August 14th.—John Clarke reports:

"The market is decidedly firmer throughout the list, as natural demand is increasing steadily for all grades and consumers are begining to buy more liberally in all parts of the country. Fruit crops are very large and this fact will of course mean even a larger demand for Spices than had been already anticipated."

HAY.

Somers & Co. report under date of Aug. 28th:

"The local market shows no material change in any way. We do not think we can report any different prices from those quoted a month ago. Choice wheat and choice tame oat hay sells readily at top-most quotations. The medium grades are neglected a bit, and the poorer grades are dragging badly. Alfalfa is in moderate supply, owing to the scarcity of boats. Straw is also a very light supply. The tendency at the moment is towards somewhat higher prices for same. As soon as the embargo is raised, both straw and alfalfa can be brought in from many points with but very little trouble, which may mean lower quotations.

Today's prices we give as follows:

Choice wheat hay	$16.50 to 17.50
Good wheat hay	13.00 to 14.50
Other grades same	10.00 to 12.00
Wheat and oat	10.00 to 12.00
Tame oat	9.00 to 12.50
Wild oat	8.00 to 11.50
Alfalfa	7.00 to 10.50
Straw per bale	.30 to .55

GROCERS WIN RESULTS.

As a consequence of the demands for justice of the Associated Retail Grocers, Jas. D. Phelan, chairman of the finance committee in charge of the Relief Funds, has finally decided to appoint five disinterested parties who are to serve as a judiciary body to pass upon claims for looting and confiscation of goods now pending against the Relief Corporation.

This body will consist of J. C. McKinstry, Vanderlyn Stow, F. W. Van Sicklen, Allan Pollok, and Henry U. Brandenstein.

NUTMEAT CO. ESTABLISHES.

The California Nutmeat Co. has secured quarters at 724-726 Montgomery street, and is now at work on its products.

U. S. Metal Polish

POLISH
Qts. $7.70
Pts. 3.00
½ Pts. ..... .90
PASTE
1 lb. $3.00
½ lb. 1.75
3 oz. ..... .50

Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. **J. T. WILSON.**
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Friend Cleaning Powder.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...	$ .80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
of
... The ...
American Tobacco Company
Temporary Office
906 BROADWAY, OAKLAND

CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

DON'TS FOR CLERKS.

A Few Ideas As To Things Not To Do.

An article in the St. Paul "Trade" gives some good "don'ts" for the clerk.

Don't fail to get address of customer when possible.

Don't fail to memorize the ads of your store.

Don't let your interest lag.

Don't hide from a poorly dressed customer.

Don't converse with other clerks while serving trade.

Don't forget that if you want promotion you must merit it.

Don't forget that the more you know the more you are worth.

Don't get angry if the other fellow gets a raise—just hustle.

Don't fail to be honest with your employer and customers.

Don't be a "knocker."

Don't growl when asked to do a little work.

Don't forget that a lot of small sales are as good as big ones.

Don't think by watching the clock that the store will close any sooner.

Don't fail to impress customers so that they will ask for you next time.

Don't lose patience with a hard customer.

Don't forget to introduce some other article to customers besides what they have bought.

Don't fail to try and make as many extra sales as possible.

A BROAD ATTITUDE.

San Francisco's Executive Tells the Bercan Society of His Ideas.

The merchants of the interior will note with interest that the ministers of the gospel of San Francisco, who were the most vociferous denouncers of Mayor Schmitz—because of hearsay gossip that they believed—are today his admirers because they have met, talked with and learned to appreciate how really big and admirable a man he is.

The political section of the Merchants' Association which villified him and slandered him during the recent campaign, has surrendered to the inevitable since its members have learned that the vile stories disseminated by the Association, the Citizens' Alliance and various political tricksters through the daily press were false.

Mayor Schmitz was the guest of the Bercan Society at its usual monthly meeting at Calvary Presbyterian Church last week. In the absence of the president, C. W. Pike, Dr. C. W. Callender presided. Mayor Schmitz was given a most cordial reception when he arose to speak. He said in part:

A Citizen's Duty.

"I was asked to select my own subject. It is one that should be uppermost in every man's mind.

"A Citizen's Duty to San Francisco."

"Not a man here tonight can know or appreciate what this city is going to be. Remember, a city or state is no worse or better than the men and women who are her citizens.

"The pioneers builded well," but never anticipated a population of 500,000 people. Had they done so the city would have taken on a different aspect. Today they are looking at the mistakes they made.

Pioneers of 1906.

"We are the pioneers laying the foundation in 1906 of a city equal to any city on the face of the globe. Your duty today is to lend your aid, not to any individual, but to any body of men who will lay the foundation of a great city to come.

"It is very easy to criticise. It is easy to pick out faults. Criticism today is plentiful. It is the easiest thing in the world to criticise and the easiest thing in the world to tear down.

"I believe in honest opposition because it brings out the best in man. At the same time, I want to say that neither I nor any one else can succeed or can do much unless we have the best and the honest support of the citizens.

Needs Faith of the People.

"In the upbuilding of the city I, as chief executive, cannot expect the good opinion of all, but I want to have the faith of the great mass of the people—I want their co-operation.

"I have said that my history dated from April 18th. By that I meant that my feeling against any man who doubted my executive ability prior to that has disappeared. On April 18th there was a mingling of the wealthy and the poor. There was a feeling of brotherly love and from that date I said I wanted my history to begin.

New Conditions Need New Laws.

"I found certain conditions when I came into office, conditions which could not be changed without radical measures. Now I want to say that the grocery and bar are doomed forever. I have, not knowing until tonight that he was a member of your society, appointed Mr. Creswell to the Police Commission. He has the power to see that the joint grocery and bar is a thing of the past."

At the close of his remarks the Mayor was loudly applauded.

The first principle of a store system is having a place for everything and in keeping everything in its place. This should be one of the principal rules for clerks. If clerks know that stock must be replaced neatly, in its place, as soon as possible after it has been shown—if they understand that this is the will of the merchant and is faithfully practiced by him—they will soon absorb the same spirit, and the store so conducted will easily earn a reputation with the purchasing public.

BAD GERMAN SAUSAGE.

American Exposures Lead to Startling Investigations.

U. S. Consul J. I. Brittain writes from Kehl that the beef-packing investigation in America has given rise to a good deal of discussion in European newspapers, making some important revelations, in part as follows:

Not two years ago in Berlin 30 butter manufacturers were summoned before the courts for an almost incredible adulteration of their wares, and recently a sausage manufacturer of honorable renown was before the court for filthy adulteration of sausages.

much more common in small places in Germany, where there is little or no inspection, than in the cities where the Government has its laboratories for the analysis of food products, its detectives, both male and female, and its system of stamping all inspected products.

"Canned fruit is colored, and it is rare in Germany to see a glass can of fruit which does not present a highly artistic appearance.

"The writer of the article spares his readers out of consideration for their appetites a description of the methods of manufacturing lard and sausages, revealed in court proceedins.

"The Strassburg papers recently reported the arrest of a butcher of Alsace-Lorraine for manufacturing sausages from spoiled meat, colored and doctored with chemicals, and few weeks pass in Straussburg without the arrest of market women for adulterating butter. Wines, chocolate, cocoa, and brandies are largely adulterated, and medicines have been discovered to contain absolutely injurious and dangerous substances, used for the purposees of adulteration.

Up to the present time the domestic sardine pack is 250,000 cases short of the output for the corresponding period of last year. The pack so far this season has been limited by the small catch of fish on the Maine coast, and the run of sardines has become so light during the last few weeks that none of the factories have been able to operate. The shortage is more decidedly felt for the reason that there is no carry-over from last season and all that has been packed so far this season has been sold.

Every man employed in the South Omaha packing houses has to wear white clothing while at work. The packers prepared 7,000 suits of white and ordered that no man wear anything but white. These suits were given free to the employees and a laundry connected with the packing house will wash the clothes without cost. Every employee will have a fresh suit each morning and if he is engaged in particularly dirty work he will have two suits each day. White dresses for 3,000 girl[illegible] have been ordered by the packers.

CIGARS AND TOBACCO.

The most pretentions of all the Gunst branches established to date was formally opened a few days ago on Fillmore street, near Geary.

J. S. Parry recently opened a new store at 1623 O'Farrell street. This is in many respects a most attractive store. One side is open, being a part of the entrance to the saloon in the rear, and the street side occupied by a large plate glass window.

A strike that threatens to spread to all the union cigar manufactories in Cincinnati was started recently in the plant of Samuel Hirsch, manufacturer of the Verena and other brands of cigars. His entire force of some 75 union employees, all men, walked out because Mr. Hirsch refused to discharge Herman Poppe, foreman in the plant.

Ehrman Bros. & Co. find it exceedingly difficult to keep even a respectable sized stock of goods on hand and often whole consignments leave the store the same day as received. The Pippin five-cent cigar is selling better than ever before, and as for the Optimos, they go out as fast as they come in, notwithstanding the frequency of express shipments.

The handsome new store of the M. Blaskower Co. at 1113 Van Ness avenue was opened a few days since. The store is a large and commodious one, with ample storage room in the rear and a balcony for the offices.

The managers of the cigar department of the Tobacco Trust come in for a fine roast in the current issue of "Tobacco." That journal says:

"The men who undertook to run the cigar department of the Tobacco Trust are, for the most part, North Carolinians, possessed at the outset with about as much knowledge of making fine cigars as a longshoreman has of navigating a battleship. These North Carolinians, whose entire experience in tobacco had been confined to the bright leaf used in the manufacture of cheap cigarettes and of granulated smoking tobacco, descended on Cuba to buy cigar leaf for the Trust. They had never in their lives seen a bale of Havana tobacco, and were about as competen to judge of the fine qualities of high-grade Cuban leaf as the driver of a brewery wagon would be to pass judgment on rare vintage of champagne."

Idaho News.

J. F. and Clarence Murphy have sold the Murphy cigar store at Lewiston to J. P. Langdon, of the Imperial cigar store.

Milo Bartlett has removed his cigar factory from Spalding to Lewiston.

Frank J. Russell has opened a cigar and confectionery store at Post Falls.

Washington News.

Joseph King has sold out his store at 703 Second avenue, Seattle

BIG FIGHT AGAINST TRUST.

Durham, N. C., Aug. 13.—The newly chartered Blackwell-Durham Tobacco Co. gives promise to soon begin operation in North Carolina. This new company has instituted an enormous suit, in which is involved millions of dollars against the Tobacco Trust, which purchased the Blackwell-Durham Tobacco Co. of Durham, several years ago, and moved its charter to New Jersey, where it is being operated at present.

The suit instituted is for the purpose of prohibiting the manufacture of Blackwell-Durham tobacco in North Carolina by the old company operating under its New Jersey charter.

TRUST BREAK FAITH.

St. Louis, Aug. 13.—The United Cigar Stores Co. is to enter St. Louis. In St. Louis, as in Cincinnati and other cities where the trust did not have a jobbing house actually under its control as in Chicago and New York, the trust has given the local jobbers, who were also largely interested in the retail trade, tacit assurance that as long as they would continue to handle the trust brand of cigars, the trust would not enter into competition by establishing its own retail stores.

Now, however, the trust evidently believes that it is no longer to its advantage to keep faith with the local jobbers who have handled its goods in the past, and it is planning to establish its own retail stores and stands in St. Louis as it is doing in Cincinnati.—Tobacco.

FIGHTING FLOURING MILLS.

The disastrous and undesirable effects of commercial discord is illustrated by the following clipping from an exchange:

"Pullman (Wash.), grocers and flouring mills have engaged in a flour war that is disastrous to the home industry movement recently inaugurated by the "Pull for Pullman" club. The merchants have entirely cut out the brands of the local manufacturers and are selling outside flour at cut prices, while the mills are selling direct to the consumers, and have inaugurated a delivery service."

GROCERY PEDDLARS TAXED.

Parks Bros., who are grocery peddlars from San Francisco shipped a carload of groceries to Uniontown, Wash., and were delivering the same to purchasers when they were arrested and their goods attached for tax. They have evaded the laws heretofore by shipping goods in original packages consigned to purchasers.

In this instance, they shipped the goods consigned to themselves and when the purchaser called at the depot where the goods were stored Mr. Parks, who always delivers the goods himself, weighed out the goods and delivered the same to customers.

When the county assessor and treasurer were notified of this fact they at once hired a team and made a forced drive from Colfax, a distance of 36 miles, and upon arriving immediately went to the Northern Pacific depot, where the goods were being delivered, and caught Mr. Parks in the act of weighing and putting up a package of goods for a customer in waiting, and at once assessed the stock and collected the taxes on the same, amounting to $11, which the peddlers paid over with but little protest, realizing the assessor and treasurer knew their business and could not be bluffed.

Upon learning that Abel & Co. of Grinnell, Iowa, had a carload of buggies at this place, which they were peddling throughout the county, the assessor and treasurer paid them a friendly call and assessed their buggies and collected $68 in taxes.

Asessor True and Treasurer Allen said they were hot on the trail of peddlers in this county and would assess and collect taxes from them whenever it was possible to do so.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

San Francisco, Cal., July 25, 1906.

To the Trade:

We are pleased to inform you that we are now permanently located in our new building,

N. W. COR. FRONT & SACRAMENTO STS.

KNOWN AS 301-303 FRONT ST.,

where we will be pleased to meet our friends and customers.

Soliciting your future patronage, we remain for Greater San Francisco.

Very respectfully,

LOS ANGELES SOAP CO.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will kelp you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

DAVIS THEATRE.

A better performance is being given by the James Travesty Co. than when "Whirl-I-Gig" was first produced at Fischers Theatre. Bobby North is responsible for much of the success. He makes a special hit with a parody on well known airs from various notable operas. Rosemary Glosz looks good, sings well and acts with lots of ginger. Rice and Cady are funny as usual. The chorus is large, well trained, young, shapely and pretty. The show is worth seeing.

CENTRAL THEATRE.

"Love and Law" one of Milton Noble's melodramatic successes is the bill at the Central this week. Next Monday night, Kolb and Dill open up with "Lonesome Town." They will be supported by a big company of exceptionally clever people.

THE CHUTES.

Crowds are out at the big play ground each night. The Orpheum show brings many. Many more just "follow the crowds." The concessions supply as much fun for the spectators as for those who actually swing in the flying boats, bump down the chutes or do the other exceteras.

THE ORPHEUM.

There is a big bill this week. It begins each evening at 8:20 and there is an intermission at 9:30. The moving pictures are put on at 10:50.

WASHINGTON GROCERS KICK

Davenport, Wash., Aug. 3.— The "Times" of this city says:

"Powell & Sanders the wholesale grocers of Spokane have had representatives here for a couple of days trying to explain why they should not be boycotted by the local merchants. For some time grocery canvassers have been working through this territory selling goods direct to the farmers, and although none were delivered from this station two cars were unloaded at Wilbur, one at Reardan, one at Ritzille and one at Sprague, and some other points yet to be heard from. The goods were handled by Trunk & Westlake of Spokane and bought from Powell & Sanders, wholesale grocers.

"Davenport merchants learning of this placed a boycott on the firm and cancelled all orders, among them being one for a carload of sugar, which is here, but the merchants refuse to take it. The same action has been taken at other points in this section.

"A meeting was held at the Vendome Hotel Tuesday evening attended by all the grocery men of the city at which time Mr. Percy Powell tried to tell just how it happened. They claim they did not know the Westlake firm were peddling the goods and should be forgiven. The wholesaler is dependent on the local merchants for his orders and it seems they are cutting their own throats when they sell to peddlers. The case is not settled yet and it may be some time before an amicable feeling is brought about. It will probably teach them to exercise more care in selling goods in car lots in future to find out their destination."

Honolulu, H. T., August 6.—Tobacco culture in the Hawaiian Islands is now a success. The Government experimental bureau has decided that the production of the leaf is now an assured thing and it will no longer maintain an extensive tract of land for the cultivation of the "weed." It is expected that the development of Hawaiian tobacco will soon be undertaken on a liberal scale. The tobacco formerly grown here by the natives was quite strong in character, but was greatly relished by them and the whalers who came formerly to the islands.

Reports from a few manufacturers indicate a slight falling off in the demand for clear Havanna cigars, though in other factories it was stated that no such decline is noticeable. Thus, taking it all round, the industry is remarkably lively for the time of year. With the seed and seed-and Havana manufacturers the situation is even more encouraging. Demand continues at the flood tide and many factories are hard put to keep up with it. A considerable difficulty and one which illustrates the situation, is the scarcity of help. Capable cigar makers are at a premium, and they know it. The result is constantly recurring labor troubles, for the men, feeling the strength of their position are inclined to insist on having their own way in small matters, and they generally get it in the end, as under the circumstances, most manufacturers cannot afford a strike. In this city, however, these disagreements have usually been soon adjusted and there have been no widespread troubles as in Boston and New Haven.—U. S. Tobacco Journal.

Fabulous indeed. But such is the record for our cigar industry for the fiscal year ended June 30 last. Over eight thousand millions, to be exact: 8,070,672,649, the product of our cigar industry in the one single year, from July 1, 1905, to July 1, 1906! And an increase of nearly five hundred millions, to be exact again: 481,335,442, in the same single year! The increase in full-fledged cigars amounts to 313,890,646 against an increase of but 153,442,714 in the fiscal year 1904-1905, and the increase in little cigars to 167,444,796 against an increase of but 31,577,723 in the fiscal year 1904-1905.

MACCARONI MAKER RETIRES

Paul Bertoli, the well known business man of Santa Rosa has disposed of his maccaroni factory in that city. His son, Will Bertoli, will succeed to the business and associated with him will be a gentleman from San Francisco.

Will Bertoli has had the active management of the business for some time past.

The paste manufactured by the well known house has a wide sale and the factory is kept running continually to supply the demand for the same. Paul Bertoli has been engaged in the business of making paste for thirty years and has imparted the method to his sons.

TROUBLES IN NEW ORLEANS.

The retail grocers of New Orleans are troubled with "Lagniappe." This means giving little presents to customers. The Grocers' Association is securing the signature of as many grocers as possible of the city to an agreement to cut it out on January 1st, 1907. The Association has also taken by a campaign towards forcing breweries and wholesalers to discontinue selling to customers.

Every employee is an advertisement of one sort or another. If he cannot be a good advertisement he has no right to be a bad one.

People care for bargains if the bargains are "legitimate." By legitimate bargains is meant the deliberate lopping off of a portion of the regular price of an article. Cut a 50 cent article to 40 cents for instance, and you have a bargain that is legitimate. Any other sort of bargain is injurious to business. When a 50 cent article is raised to 75 cents and then cut to 55, that is not a legitimate bargain.

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SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

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Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

IF A CUSTOMER

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HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

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Snider's has the greatest sale in the world.

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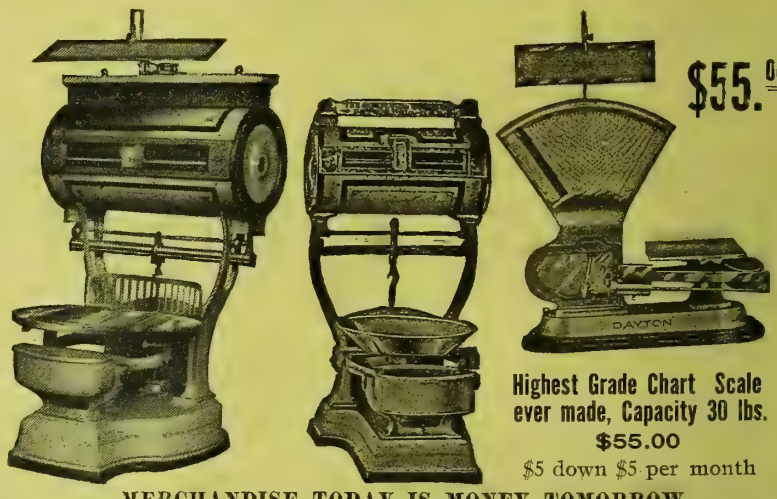
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THE RETAIL GROCERS ADVOCATE

A. H. Powers, Editor. SAN FRANCISCO, CALIFORNIA, SEPT. 7, 1905. VOL. 11, NO. 35.



IT INSPIRES CONFIDENCE

YOUR TRADE depends largely on the **CONFIDENCE** of your CUSTOMERS. A few MISTAKES or DISPUTES about their accounts and your LOSE that CONFIDENCE.

Loss of **CONFIDENCE** means Loss of customers.

Loss of Customers is Loss in Profits.

The McCaskey Account System SAVES LABOR, TIME, WORRY and MONEY.

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It holds the CONFIDENCE of your CUSTOMERS and draws NEW TRADE to your store.

It is an AUTOMATIC COLLECTOR of ACCOUNTS.

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Mixes with Water Instantly

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To Give Dealers a Good Profit

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We absolutely Guarantee the Quality of

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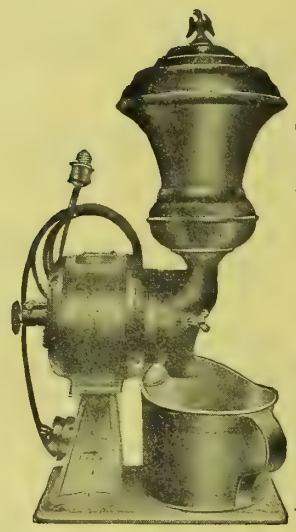
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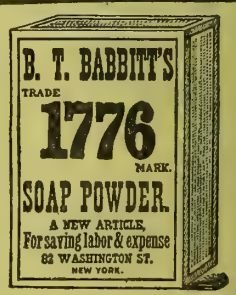


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Los Angeles Soap Co., 301-303 Front
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American Tobacco Co., J. M. Gamble Co., representative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 254.

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The Rothenberg Co., 7th and Franklin Sts., Oakland.
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WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

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Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will kelp you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, California

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., SEPT. 7, 1906, VOL. 11. NO. 35.

THE

RETAIL GROCERS ADVOCATE

Published Every Friday by the

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AARON H. POWERS,
Editor and Manager

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San Francisco—1714 Webster Street.

SUBSCRIPTION PRICE:

One Year.....$2.00
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Single Copies.....10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

Sugar—Advices from the East note a very strong position in the sugar market.

Coffee—The interior of Europe and the United States is greatly in need of stocks which can only be obtained from Brazil and Central American countries.

Raisins—The Valencia crop is short and the Malaga crop two weeks late.

Walnuts—Los Angeles growers estimate that it will take 625 cars to handle the 1906 crop against the 400 which it took to handle the 1905 crop.

Rice— Harvesting the Southern rice crop has been delayed by rains. Generally the crop conditions are good.

Canned Fruits—The canned fruit market is locally in the hands of the jobbers, packers being nearly cleaned out of all kinds and grades.

NATIONAL BISCUIT CO.

The National Biscuit Co. has made arrangements whereby its new offices will be located at the corner of 22d and Indiana streets. This location is a great distance from any of the jobbers, and will probably prove very inconvenient in the long run.

BUILDING FOR RESULTS

State Grocers Association Prepared To Help Grocers of California

The man who owned a $5000 automobile would find it impossible to drive it if he lacked gasoline.

The farmer who says: "The dang machine aint no good, b'gosh. It won't run at all!" shows only his ignorance.

The men who have directed the affairs of the State Grocers' Association have a valuable machine in their control.

They know it, because they have seen what it would do.

That they hav enot done more has been because they lacked the finances (the gasoline of the automobile) to employ it to its greatest effectiveness.

The State Grocers Association was built through the aid of the 'Advocate."; Southern California was organized through the aid of the "Advocate." Concerted action and the education as to facts essential in securing necessary laws were secured through the "Advocate", The money necessary to conduct three successful legislative campaigns was secured through the "Adocate."

An office, with necessary clerical assistance was secured at a nominal expense through the "Advocate."

During the past year, the trade has been kept awake to the value of their State organization through the "Advocate."

The reason more has not been accomplished in growth and experience has been because the Association had no funds owing to the treachery of the saloon grocers of San Francisco and the additional fact that the management of the "Advocate" did not, as it has in the past voluntarily done the work without pay—which the Association could not afford to pay for, requiring time which a grocer, acting without salary could not afford to give.

Two journals whose policy is a slavish subserviency to the wholesale trade,. which would like to see the Association killed, are noisily insisting that the State Association must withdraw its official recognization from the "Advocate".

Their game is too transparent and their lies are too clumsy.

The grocers **know** the value of the "Advocate's" help. They would not be so unfair a tthis time as to interfere in the slightest with a medium to

(Continued on Page 7)

HELPING THE TRADE

Associated Retail Grocers Plan to Benefit Every Man in the Business.

BY FRANK B. CONNOLLY, Secretary

The grocer who looks over the list of members of this organization has to say: "What other grocers are there in town ?" This is because our membership includes practically all of the men of standing in the trade.

In order that the trade may realize what our organization means, I outline our work as follows:

FLOUR—The mills to-day will not allow the price of their standard brands to be cut. As a consequence, every dealer in S. F. is securing a margin of 20 to 25c where formerly he only secured 5 to 7½c per sack. This is due to the efforts of our members.

(J. Salomon and Fred Krueger did everything in their power to make the flour mills feel that the grocers of this city did not want a fair price maintained on flour.)

LWS—Through the State Association with which we are affiliated the law was secured by which a grocer is able to attach the wages of the men working for the city and county or state. The separate property of a married woman is made responsible for the necessities of life under certain restrictions. A guarantee of purity protects the retail grocer from prosecution for violating the pure food laws.

We secured the passage of a bill extending the Statute of Limitations and another allowing the merchants to form Mutual Fire Insurance Companies both of which were vetoed by Gov. Pardee. We secured the passage of a law prohibiting trading stamps, and similar premiums which was afterwards declared unconstitutional by the Supreme Court. We propose to secure several important laws at the next Legislature.

(J. Salomon and Fred. Krueger caused their organization to withdraw from affiliation with the other associations of the State which made the passage of these laws possible. They declared they were not interested in this sort of thing and were only interested in keeping down the liquor lincense. Their organization has welched on their per capita tax to the State Association and used the funds, raised for that purpose by men interested in the State Association, to pay the expenses of delegates to the State Convention instead. The directors of the State Association have instructed their attorney to sue their organization for the dues they owe.)

ASSISTANT SECRETARY HELPS

Mr. Cusack our Assistant Secretary devotes his entire time to the various things in which all members of the or-

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF AN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.
Temporary offices, 1714 Webster St. Phone West 3067

ganization are interested. He finds that it takes every moment of his time and leaves him no time for any private business.

(Fred Krueger is paid $00 per month for acting as secretary of the S. F. Retail Grocers. He spends most of his time securing adertisements for his Bulletin, the money for which goes into his own pocket. He also spends considerable time in collecting bills, using also the association's office staff for that purpose, the commission for which also goes into his pocket. Under the circumstances it can be readily seen that, even if Mr. Krueger were an enthusiast in association building, instead of being a knocker he would not have time to do the necessary work if results were to follow.)

COLLECTING — Our organization has official collectors. Hall, Schaertzer and Robinson, who are under $5,000 bond to pay promptly to this association all moneys collected on bills for our members. As soon as all members turn in their bills a delinquent list will be printed which will not be encumbered with a lot of advertisements. Our members have the advantage in the collection of their bills of the co-operation of retail grocers all over the state. Our collectors show no favoritism and give the same equal attention to the bills of the members and also the bills of all sizes.

(Many grocers have complained to me that their bills have received little or no attention from Mr. Krueger. When Mr. Krueger's association withdrew from the State Association they sacrificed a large part of its value to the members.)

GENERAL HELP—The high standing of the members of the Associated Retail Grocers makes them an influence on the street. It guarantees that anything they ask for will be considered seriously by the wholesale trade who know and respect the purchasing power of its members.

Our organization is prepared to take up any matter that any member may feel is of importance.

IT PAYS—To belong to an organization that not only does things but also has the capacity for doing more things. At the State Convention in Oakland, September 24-25, we will decide what laws are most needed and we will take up many other matters of great interest to the grocery trade; it was because we insisted on remaining loyal to the State Association that we started our Associated Retail Grocers made up and governed by some of the most successful men in the business.

HE CAN WHO THINKS HE CAN

How long would it take a man who talks of failure, thinks of failure, walks like a failure and dresses like a failure—who is always complaining of the insurmountable difficulties in his way, and whose every step is on the road to failure—how long would it take him to arrive at the success goal?

Would anyone believe in him or expect him to win?

The moment you harbor doubt and begin to lose faith in yourself, you capitulate to the enemy.

Every time you acknowledge weakness, inefficiency, or lack of ability, you weaken your self-confidence, and that is to undermine the very foundation of all achievement.

So long as you carry around a failure atmosphere and radiate doubt and discouragement, **you will be a failure.**

Turn about face. Cut off all the currents of failure thoughts, of discouraged thoughts. Boldly face your goal with a stout heart and a determined endeavor. You will find that things will change for you. But you must see a new world before you can live in it. It is to what you see, to what you believe, to what you struggle incessantly to attain, that you will approximate.

BUILDING FOR RESULTS.

(Continued from Col. 2, Page 5)

which they already owe so much and which they will need more and more as the scope of the work grows.

Neither would they be so foolish as to weaken the one support on which they can rely merely to gratify the clamor of two papers that not only **Have Not Helped** build the Association, but have actually fought against its purposes and supplied ammunition for its enemies.

The papers we refer to are the "Grocer and Country Merchant and Tobacconist" of Oakland, which has hardly a dozen subscribers in San Francisco, Alameda, Berkeley and Oakland, where **one third the population of California** is located and very few elsewhere, and the "Commercial Bulletin" of Los Angeles, which is entirely a sectional publication.

There will be harmony at the State Convention, all right, even if Mr. Menzies, Mr. McKinney and their masters among the wholesalers DO have to be disappointed.

THE FACT THAT MAPLEINE



Is sold in concentrated form, allowing the consumer to make her own syrup, makes a strong selling talk; for it is absolutely free from adulteration. Besides, your percentage of profit is greater than on Maple syrup sales. Mapleine produces a syrup BETTER than Maple.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco.

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA.

Long Beach.—Boob & Co. have purchased the grocery formerly owned by J. & G. Nichols.

Pasadena.—Droll & Hayes have succeeded Davall & Klages at 5801 Pasadena ave.

San Francisco.—Thomas Haskins and Max Schwabacker, grocers, have commenced a suit against the Fire Association of Philadelphia, the Philadelphia Underwriters and the Mutual Firemen of Philadelphia to compel the payment of three insurance policies. The plaintiffs carried $2,500 insurance with the first company, $2,500 with the second company and $1,500 with the third.

Long Beach.—H. B. Alger has purchased the grocery owned by Fred Hardy.

Berekeley, Aug. 23.—A. M. Can, an employe of the Shattuck Ave. grocery, who sleeps over the store, was robbed of $22.00.

Los Angeles.—Mr. Klages, of the grocery firm of Duvall & Klages, left for Seattle Sept. 1. The grocery is now in the hands of Duvall & Hayes.

Farmersville.—O. G. Brundage has purchased the interests of his brother in the firm of Brundage Bros.

San Francisco.—A. S. Webb of the Tea and Coffee house of Hills Bros. has returned from a profitable business trip down south.

Porterville.—C. E. Smith has been appointed to the position of manager of the Porterville Rochdale store, vice W. E. DeWitt, the present manager, who resigned.

Springville.—Jesse Harmon has purchased the Springville Mercantile Emporium, formerly owned by J. J. Pitty & Son.

Santa Clara, Aug. 17.—The grocery store owned by the Fatjo Brothers on Washington and Main Sts. was robbed. Only $10.00 in cash was taken, but the damage done was extensive. Two large plate glass windows and two cash registers were broken, also a cigar machine, while several other things were carried away. The police are working on a good clue.

Lakeport.—M. J. Chamblin, Jr., and R. E. Barry have opened a general store.

Los Angeles.—J. Gavagan has purchased W. J. Lawson's grocery at 33rd and Grant Ave.

San Francisco.—Gray, Lang & Stroh have filed an application in the Superior Court for a change of name to Lang, Stroh & Company.

Pomona.—The Capital Grocery at 409 West Second street, is in the hands of a receiver.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

OREGON.

Coquille.—Land & Lyons are opening a grocery store.

Freewater.—Burglars entered the general store of Hadley & Hadley Aug. 28, cracked the safe, secured only a small amount of cash, but made away with merchandise to the value of about $200.

Joseph.—The R. H. & L. C. is reported to have succeeded Wurzweiler Bros., general merchants.

Sherwood.—J. E. Morback has succeeded J. C. Smock, general merchant.

Drewsey.—C. H. Brown has purchased A. I. Johnson & Bro.'s general store.

Jefferson.—Smith & Fountain have succeeded Smith & Jones, general merchants.

Portland.—G. H. Hinnenkamp, grocer, has sold his Morrison street store to Duncan & Keegan.

Hood River.—L. H. Huggins & Co., general merchants, are reported discontinuing groceries.

Myrtle Point.—W. W. Gatchell is opening a general store.

Yoncalla.—C. N. Moody & Son have purchased Beckley Bros.' general store.

Hood River.—J. T. Holman has sold his meat market at Hood River to C. E. Barnes. Mr. Holman will continue to run the grocery store.

Parkersburg.—Fire last week is reported to have burned the general store and sawmill of the Coquille Mill & Tugboat Co.

Drain.—C. E. Loss & Co., merchants, are building a large warehouse there for the storing of groceries.

Medford.—D. D. Sage has succeeded F. W. Gaines & Co., grocers.

Provolt.—L. W. Smith, grocer, has removed to Grants Pass.

Central Point.—T. M. Jones, proprietor of Jones' cash store, has disposed of his grocery stock to Cranfill & Robnett.

Portland.—D. E. Otis has started a grocery.

Grants Pass.—Atwater & Carl have opened a grocery.

Banks.—W. S. Atler has started a general store.

WASHINGTON.

Seattle.—T. Stapleford has advertised his grocery at 2001 Minor avenue for sale.

Seattle.—W. F. Baumgartner's grocery at 725 Twenty-third avenue was burned last week.

Seattle.—Shoudy Bros. & Imbler, general merchants, and Huntley Mercantile Co., have been arrested for keeping stores open on Sunday and selling goods. The case is for the purpose of testing the local ordinance.

Palouse.—J. H. Fussy, general merchant, is advertising closing out sale, preparatory to quitting business.

Seattle.—The David Bain Co., grocers, have incorporated.

Hoquiam.—Johnson Bros. have succeeded Johnson & Lindquist, grocery.

Colbert.—R. Cowgill & Son have succeeded H. W. Colbert, general

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

store.

Washtuena.—Fred McKissick has succeeded Copper & McKissick, general store.

Burnett.—J. P. Larrick is closing out his general store.

Enumclaw.—J. W. Davis has succeeded the Davis & Seiffret Co., general store.

Loon Lake.—K. S. Waterman has sold out his general store.

Winchester.—S. David Titus has succeeded the Winchester Mercantile Co., general store.

Grandview.—Work & Fleming will start a general merchandise store.

Stratford.—Young Bros. are reported selling their store.

Tacoma.—The Horn-Holmes Co., general store, has increased its capital to stock to $25,000.

Tacoma.—Edward Maloney will open a grocery at 2505 Puget Sound avenue.

Waits.—Bert Blair is opening a general store.

De Watto.—Mrs. F. L. Barlow has succeeded P. W. Nance, general merchant.

Spokane.—F. M. Jenks has purchased the Manito Grocery.

Ritzville.—R. A. Chittenden has purchased the interests of his brother in the grocery business.

Bellingham.—E. L. Johnson has bought Nils Dahlquist's grocery.

Valleyford.—V. B. Langville has purchased a site at Valleyford for the erection of a store building, and will put in a stock of general merchandise about the first of October.

Olympia.—The firm of O. George & Son have dissolved partnership. O. George retiring and M. E. George continuing.

Sunnyside.—Merrill's Cash Grocery Store advertises a closing out sale, preparatory to closing out in business.

Centralia.—Fire at Centralia destroyed the grocery store and bakery of Julius Koch, with a loss of $3,000 on stock and $2,000 on building, covered by $2,000 insurance. E. D. Chaffee's grocery store was also wiped out, the loss being placed at $3,000, with $1,000 insurance.

Steilacoom.—E. R. Rogers, a pioneer grocer, was found dead in his bed Sunday, having evidently passed away the night previous.

Ballard.—J. C. Willis has started a grocery.

Spokane.—James F. Sloane, grocer, head of the Sloane-Paine Co., was brutally murdered Sunday night by his 17-year-old son, Sidney Sloane. The boy was arrested and confessed that the crime was committed in order to secure $500, which Mr. Sloane was believed to have on his person.

Seattle.—J. C. Oliver has succeeded Washington Bros., grocers.

Seattle.—G. F. Reuter has started a grocery at 4139 Fremont avenue.

Seattle.—Z. E. Wilson has started a grocery.

IDAHO.

Hansen.—W. N. Rose will open a general store.

Twin Falls.—R. M. Downey, grocer and meat dealer, has filed involuntary bankruptcy.

Genesee.—Jacob Rosenstein, pioneer general merchant, will move into new quarters in the Driscoll block in a few days.

Twin Falls.—Mr. Bickelhaupt has opened a general store.

Spalding.—J. W. Fenderson is reported discontinuing his general store.

Lake.—J. P. Quarels has succeeded Seiser & Quarels, general store.

Rupert.—Mr. Lamar has succeeded Lamar & Dunn, grocery.

Cottonwood.—A. Nau has started a grocery.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 1685.

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer** Trade Mark.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Fran sc

1020 K STREET, SACRAMENTO

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.
Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.
Treasurer, G. A. Russell.
Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.
Secretary, R. D. Holmes.
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

WELCHERS SQUIRM.

Insurance Companies Do Not Like Their Shame Advertised.

The Girard Company of Philadelphia, in a long letter to the "Grocery World" of that city protests against being classed among the insurance companies that are not paying. This company makes statements that would indicate that it is paying claims "in the same honorable manner as we have done during the fifty odd years of its corporate existence."

The Girard Company is not telling the truth if the "Daily Examiner" of San Francisco is to be believed. On August 27th, it printed a list of the companies that **refused to pay claims** in full.

The Girard Company is listed as paying **only 70 cents on the dollar.**

We printed a list two weeks ago rating the insurance companies according to the way they were paying claims. There have been several charges since then.

How They Stand.

We give herewith a list as printed in the "Daily Examiner" of August 27, in which the various fire insurance companies are rated.

Every trade paper in the United States should print this list since the companies that fail to meet their losses in San Francisco will rob their policy holders in other states if they get a chance.

Gilt Edge.

The following is a list of the companies that are making honorable settlements. All companies listed below have adjusted their losses on a business basis and, while a few are said to be exacting liberal discounts for immediate cash settlements, they are not considered as acting unfairly:

Aetna of Hartford.
Agricultural.
Alliance of Philadelphia.
American Central.
Atlas.
California.
Citizens.
Connecticut.
Continental.
German-American.
German Alliance.
Glenns Falls.
Hartford.
Home of N. Y.
Insurance Company of North America.
Law Union & Crown.
Liverpool and London and Globe.
London Assurance.
Mercantile.
Michigan.
New Hampshire.
New York Underwriters.
New Zealand.
Niagara.
Northern of London.
North British & Mercantile.
Pelican.
Pennsylvania.
Phoenix of London.
Phoenix of Hartford.
Queen of America.
Royal.
Scottish Union & National.
Springfield.
St. Paul.
Sun of London.
Teutonia.
Union of London.
Williamsburgh of Williamsburgh City (on policies that do not contain the earthquake clause).

The 75 Per Centers.

The following companies are shaving losses but are paying 75 per cent or more:

Aachen & Munich.
American of New Jersey.
Assurance Company of America.
Austin of Texas.
British-American.
British-American of New York.
Buffalo-German.
Concordia.
Caledonian-American.
Camden.
Delaware of Philadelphia.
Eagle.
English-American Underwriters.
Federal.
Fire Association of Philaedlphia.
Franklin.
Germania.
Globe and Rutgers.
Hamburg-Bremen.
Hanover.
London & Lancashire.
National Union of Pittsburg.
National of Hartford.
North-Western National.
Orient.
Philadelphia Underwriters.
Phenix of Brooklyn.
Providence-Washington.
Prussian National.
Queen City.
Rochester-German.
Royal Exchange.
Security of New Haven.
Scotch Underwriters.
State of Liverpool.
Svea.
United Firemen's.
Western of Toronto.
Westchester.
North-Western Fire and Marine.

Make Small Settlements.

The following companies are offering to pay less than 75 per cent:

American of Boston.
American of Philadelphia.
Datchess.
German of Freeport.
German of Peoria.
German-National.
Girard.
Nassau.
New York of N. Y.
Newbrunswick.
North River.

Considering Compromises.

The following companies deny liability but state that they do so with a iew to compromise settlement.

Alliance of London.
Commercial Union of London.
Commercial Union of New York.
Indemnity.
Palatine.

Admit No Liability.

The following companies decline to recognize any liability whatever and refuse to pay one cent.

Austrian-Phoenix.
North German of Hamburg.
North German of N. Y.
Norwich Union.
Rhine & Moselle.
Trans-atlantic.
Williamsburg City (on earthquake policies.)

Postponing Settlements.

The following companies have postponed settlements pending financial negotiations:

Calumet.
Firemen's Fund.
Home Fire & Marine.
Equitable.
Milwaukee Mechanics.
Pacific Underwriters.

Failures.

The following companies are in the hands of a receiver:

Security of Baltimore.
Traders.

A. Schilling & Co.

at the old Stand

CORNER SECOND AND FOLSOM STS.

Supplying Trade as Usual

BUILDING LARGER THAN EVER—THREE STORIES WHERE WE HAD TWO STORIES BEFORE

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.
California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.
Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.
Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.
First Vice-President, Geo. B. Doyle.
Second Vice-President, J. S. Irvine.
Treasurer, J. F. Schomer.
Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.
Secretary, Frank B. Connolly.

GROCERS GET LEFT.

The "Labor Bulletin" for July, a government publication, has a study of a certain city where there is much opulence and also much imitation of the ways of the wealthy. Here is an extract:

"The wealthy class do not pay as promptly as the middle or working class, but as a whole they generally pay their bills.

The middle class people are living beyond their means in trying to keep up with their wealthier neighbors and resort to the installment plan as in the case of the wage-earners.

"The people today seem to have more expensive tastes and there are a great many more pleasures to be had at small cost, but all of which take money. It is the unanimous opinion that the installment business is re- that the installment business is responsible for much of the indebtedness.

"There also seems to be a tendency greater now than at any time in the past, among the poorer class of working people, to live far beyond their means in order to live as well and make as good an appearance as people who are in far better circumstances. They are enabled to do this by means of the large installment houses.

"The grocery bill is the last consideration, and it finally runs to such proportions that when the grocer attemps to collect it by law he, in many cases, finds that the wages are already assigned.

"Considerable has been said also against the so-called industrial insurance. In man instances people are paying a weekly sum to insure the lives of a family when often the amount so paid is beyond their means."

CANNING FRESH PRUNES

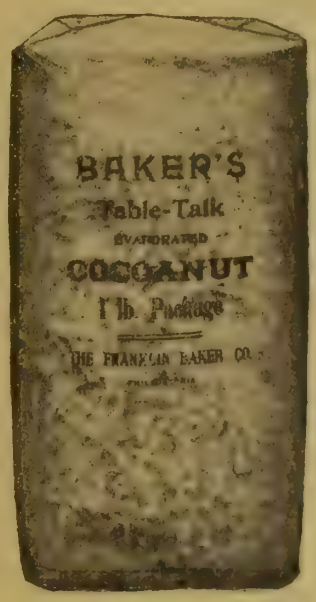
J. Luther Bowers, of Santa Clara, Cal., has just been granted letters patent on his system of canning prunes in their original state without dipping or processing. The prunes are put in an airtight can, and will keep in perfect condition for an indefinite period of time. It is believed that Mr. Bowers has discovered a method which will revolutionize the present system of prune packing. Machinery and supplies have been ordered so that operations may commence during the approaching season.

ALASKA CODFISH CO.

The Alaska Codfish Co. is now permanently located at 159 Sacramento street.

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. Spohn & Co., Agents, 50-52 Clay St., San Francisco.

PROFIT PROBLEM.

Plan of Pacific Coast Association For Helping the Manufacturer Protect Prices.

H. Hauch, of Alameda, secretary of the Pacific Coast Retail Grocers Association, is sending out to manufacturers the following self-explanatory letter:

Outline of Pacific Coast Plan To Bring About the Maintenance of Retail Prices—A Square Deal for the Retailer.

Notice.

To the Producer and Manufacturer —Gentlemen: The purpose of this article is to introduce to you the Pacific Coast Retail Grocers' Association and its plan of bettering the three great units in our line—the producer and manufacturer, the consumer and the distributor.

During its two years' existence we have formulated what is now known as the Pacific Coast plan of protecting the above interests, which is as follows:

That the producer and manufacturer shall make a fixed minimum consumer's price; that the manufacturer, in order to thoroughly and effectually place before the consuming public and distributors their wishes regarding the price which the manufacturer shall make to the consuming trade, is to place upon the outside of the case containing the said goods a paster with the following notice:

Notice.

The goods contained in this case are sold on the condition which is made a part of the consideration of the sale, that the purchaser, if he retails them, will maintan our fixed retail price on these goods, and if he wholesales them, he will sell them subject to the same condition. The acceptance of these goods is sufficient evidence that the purchaser is familiar with these conditions, and will abide by our requirements.

(Name of article.)

Our fixed retail price on..... for the Pacific Coast is (Price of article.)

(Manufacturer's name.)

The plan also takes in the idea of a like notice inside each case, which might be used as an advertising card. Then the following letter to be sent to the jobbing trade:

To the Jobbing Trade of the Pacific Coast—Gentlemen. You are hereby notified that we have made a fixed retail selling price upon our product on the Pacific Coast, namely ..... and the goods that we sell and deliver to you are sold on the condition which is made a part of the consideration for the sale of these goods, that the purchaser if he retails them will maintain our fixed retail price on them, and that if he wholesales them he will sell them subject to the same condition. Your acceptance of these goods is sufficient eidence that you are familiar with the conditions and will abide by our requirements.

In order to lay a foundation for the proper protection of our rights, we will, upon being notified of a violation by registered letter direct from our head office on the violation, notifying them of our having established fixed retail prices on our goods, and that we have a legal right to do so, and that by their acts they are injuring our business and that in justice to all concerned they must maintain the prices in future.

Our fixed retail price on the Pacific Coast for ..... is ..... Please notify all the trade that you sell in compliance with the above request. We ask you to acknolwedge the receipt of this leter. Yours truly, etc.

The following notice should be sent the association:

Pacific Coast Retail Grocers' Association—Gentlemen—In order that our goods may be retailed at a uniform and profitable price to the retail distributing trade we haev established for the Pacific Coast the following prices:

..... and that there may be no question in regard to our having established such prices we have attached a notice to the outside of each case shipped to the Pacific Coast, and have also placed a selling card on the inside of each case, setting forth the price of the goods contained therein, reading as follows:

Notice.

The goods contained in this case are sold on the condition which is made a part of the consideration for the sale of these goods that the purchaser, if he retails them, will maintain our fixed retail price on them, and if he wholesales them, he will sell them subject to the same conditions. An acceptance of these goods is sufficient evidence that the purchaser is familiar with the conditions and will abide by our requirements.

We have also notified the jobbers of our having established the above prices, and will require them to sell the goods subject to our mentioned conditions.

In order to lay a foundation for the proper protection of our rights, we will, upon being notified of a violation of our prices, serve a written notice by registered letter on the violators notifying them of our having established fixed retail prices on our goods, and that we have a legal right so to do, and that by their acts they are injuring our business and that in justice to all concerned they must maintain the prices in the future.

We ask your acknowledgment of this letter so that we may know your members are familiar with the conditions and are willing to give us the proper support in the matter. Yours truly.

The Legal Status.

After careful consideration of this matter with our attorneys and the court decision in both State and Federal Courts, we believe that any manufacturer who places his fixed price absolutely before the two branches of the distributing trade can maintain it legally and surely he has the moral right to protect the retail trade who are distributing his goods, which protection is now afforded by but few of the manufacturers.

While this does not involve you in any legal controversy, unless you wish it, it does place you in a position where, if you choose, you can prohibit any pirate or illegitimate dealer from using your goods as an advertiser of his other wares. Can you afford to allow 1 per cent of the distributing trade to demoralize prices on your goods for his selfish end?

Each Article Should Pay.

We believe the time has come when goods should help defray the expenses burdens of distribution. We do not think that a proprietary brand of each line of goods should bear its own of distributing sugar, flour, packing-house products, coal oil, etc., which is done today. There are 186 advertised articles of food now upon the American market, or trademark articles. Probably but fifty of these are prominent and yours are one of them and are brought before the consumer's notice only to be sold at a price which bears no profit whatever to the ordinary distributor, either wholesale or retail.

This makes us reach out after other and new goods to displace advertised goods, therefore creating antagonism between the manufacturer and distributors, which we believe neutralizes at least 50 per cent value of the advertising. This should not be done, and would not be done if there was a reasonable and honest allowance made for the distribution on the part of the manufacturer and it is strictly within your province, both legally and morally, to allow this compensation. Will you do it?

manufacturer who will not respond will find his goods upon the shelf regardless of how low a price he may make to the retail dealer. Following are two letters which have been given to the manufacturers by wholesale dealers where this plan has been in existence for the past two years and a half:

Profitable Goods Win Out.

One prominent manufacturer has written us that the plan proposed is a sensible and honest one. The manufacturer who is making a positive profit to the distributor will win. The

Has Improved Conditions

Los Angeles, Cal., January 10, 1905.—Los Angeles Retail Grocers' Association, 206 Tajo Bldg., City—Gentlemen: We, the undersigned wholesale grocers of Southern California, approve of the manufacturers' setting and maintaining the retail price upon their individual commodities, and appreciate the efforts of the Retail Grocers' Association in securing for the grocery trade of Southern California uniform and honest profits, and you can assure all manufacturers of our hearty support in their efforts to obliterate the dangerols and unsatisfactory price cutting.

The trade conditions have much improved, in our opinion, since the Retail Grocers' Association has carried out their plan of work.

We subscribe ourselves to all manufacturers. Yours truly,

Haas Baruch & Co.,
M. A. Newmark & Co.,
R. L. Craig & Co.,
United Wholesale Crockery Co.,
Stetson-Preston Co.

Los Angeles, Cal., July 28, 1905.—Pacific Coast Retail Grocers' Association and Southern California Retail Grocers' Association—Gentlemen: We heartily approve of the plan promulgated by your two associations of having the manufacturers name a consumer's price. We believe it to be the best interests of the consumer, the producer, as will as both branches of the distributing trade, that the manufac-

turer's retail price shall be maintained, and we feel further that many of the retail prices are not being adhered to, because the retail prices made by the manufacturers are not thoroughly understood by the dealers and public in general, therefore we would consider it a privilege and a pleasure to assist in the general distribution of these prices to all the trade, and if you will furnish us with a list of the goods and the prices established thereon by the manufacturers we will keep this list immediately before ourselves and our salesmen, and furnish it to all dealers buying goods from us, that these established prices shall become familiar to the old trade as well as the new buying gods from us, and we will assure the manufacturers who may establish a retail price that we will give them our hearty support in causing the prices to be strictly adhered to.

Haas, Baruch & Co.,
M. A. Newmark & Co.,
R. L. Craig & Co.,
United Wholesale Grocery Co.,
Stetson-Preston Co.

Retailer Controls Distribution.

You can readily understand that the jobber must be, if successful, an unprejudiced distributor of goods. That is, he must carry whatever the consumer, through the retailer, calls for. The retailer is, to a large extent, a prejudiced distributor. He can urge and introduce new goods because he meets and comes in contact with the consumer every day and is recognized, if he is an honest man, if he understands his business, as getting goods that have a value and displaces old goods that may have equal value, but with no profit to him.

A man who simply stands behind the retail counter and hands out such goods as his trade demands would have 86 kinds in brown soaps alone in Southern California. This would disgust any dealer in this country. This is not confined to soap alone, it is in every line the same. His prejudice leans towards those which pay him a profit, since, if a man continually distributes goods that bear him no profit he will soon be in the sheriff's hands and his children in the street.

Many Lines Are Listed.

Trade conditions were never better than they are today in this section and we claim that it is from this plan of giving the little man as well as the big man a fair compensation for distributing the 96 lines of goods that are now listed in Southern California.

We urge upon you, the manufacturers, to not only make a consumer's price, but to take into consideration both wholesale and retail prices. We know you have done this as far as the wholesale dealers are concerned for many years, but we feel that you have neglected the most important branch of distribution, the retailer.

Must Fight to Live.

Therefore, do not judge him harshly if he misrepresents your honest goods when it costs him 10 per cent more to distribute your goods than he is getting for it. At least give him your rates of the lowest price your goods should be sold at. You ought to protect him if you can Therefore, we ask you in all fairness to protect him, who up to this time has had no protection whatever

The consumer must have his goods at the right price, and the producer and manufacturer must have a reasonable compensation for their production. Why should not the distributor have a fair compensation for doing his work also? It lies within your power and we ask you to join us in making this an effectual and perfectly organized plan for the Pacific Coast.

Olive Oil Man Pleased.

The following letter proves the satisfaction of one manufacturer who has adopted the Pacific Coast plan:

Los Angeles, Cal., May 29, 1906.—Mr. H. Hauch, Secretary Pacific Coast Retail Grocers 'Association, Alameda, Cal.—Dear Sir: Some three months ago you called my attention to the desirability of placing a fixed retail selling price on our goods. After some consideration we decided to adopt this plan. Now after three months' working under the new method we enthusiastically endorse the Pacific Coast plan to all manufacturers. It has been a source of satisfaction and profit not only to the retail, but the wholesale trade, as well as ourselves. We have been pleasantly surprised that it has been so well received by all the retail trade, and we commend this plan to all manufacturers. Yours truly,

Chas. O. Grogan.

This testimony should cause you to make a thorough study of this question and we believe you will be willing to adopt the same plan for the protection of your customers. Yours truly,

Pacific Coast Retail Grocers' Association.

FABLE OF THE FOOLISH.

Story of Two Suckers Who Let Themselves be Worked.

Once upon a time a Grocer, hearing that a Rival in business had sold an article two cents below the regular Price, sat up all one night in order to Lay out a Scheme to get Square.

After losing a night's sleep and considerable Gray Matter, he decided that the best way to Tally was to treat the Recalcitrant Cutter to a Dose of his own Medicine. So next day he marked the article two cents lower than his Rival sold it for.

The Rival being a Disciple of Hoyle, quickly followed suit. The news of the latter's cut was immediately carried to Grocer Number one, who not only gave the article another cut, but also nipped the Price on divers other Articles.

Grocer Number two, to avoid being left at the Post, did likewise.

These proceedings pleased the Public immensely. In fact, both Grocers were surprised at the solicitude the Public showed for their welfare. When either of them reduced the price on anything the other immediately was informed of it.

The forwardness of the Public was a matter of course, as Breakfast Food was selling at a few cents a package

The Manufacturers were elated at the increased demand for their goods, and straightway raised the Prices The Landlords of the Grocers were also in high glee at seeing the Crowds entering their tenants' shops, and were on the point of raising the Rent, when the Sheriff swooped down on the belligerents and confiscated all the Movables.

The only Assets each Grocer has left was the satisfaction of knowing that he was Game—for the Public.

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25, Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio	10c, 3 for 25c

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Clean out the store.

A bad humor is contagious.

A September motto:—Hustle.

Brighten up the store a bit.

Keep your eye on the markets.

Advertising's a business tonic.

The spice business continues active.

Bulk pickles promise to be a short crop.

Be quick. For your own good be quick.

What about collections? Do not neglect them.

Push seasonable goods. Never mind the others.

Get after the delinquents. Make them pay up.

Always mention coffee and tea in your advertising.

Keep the sun off the vegetables and keep them moist.

Cereals are revenue producers. Talk them and push them.

Read your local paper—the Advocate. It will pay you.

It is usually found profitable to sell the boxes and barrels.

It is usually found profitable to sell the boxes and barrels.

Toilet soaps offer a chance for some good bargains just now.

Try a little collecting campaign. The effects may suprise you.

Russell Sage, who died worth $100,000,000, started life as a grocer.

Japan has very few millionaires and practically no multimillionaires.

Confidence and integrity are winning cards in any commercial line.

Be ambitious. A man without ambition is like a ship without a rudder.

It pays to look a mule in the face when you have anything to say to him.

Get your lamp chimneys out in front and mention them in your advertising.

Do you carry enough insurance so that you will be protected in case of fire?

Elbow grease is powerful "good medicine" in the window dressing department.

Don't have all your money "on the books," and none in your pocket or in the bank.

Self-criticising ability is a pilot that leads to better methods and greater opportunity.

The fruit crop of the United States this year will probably pass all previous records.

The man who sells the right goods in the right way has no need to be business at a loss.

Excessive rains in New Jersey and Delaware have done immense damage to the tomato crop.

Advices from prune packers say that the market for futures shows an advancing tendency.

Read your local trade paper.

Don't let a lot of dead flies accumulate in your windows.

The walnut crop of California is reported to aggregate about 150 cars larger than the last one.

California dried peaches and apricots are going to be higher this year than for a long time back.

The canned meat season is here. Push these goods hard and do a bigger business than last year.

Sixteen cents a day is now good pay for unskilled labor in Japan. Ten years ago it was six cents.

Time spent in cleaning a grocery is not wasted. Time spent in keeping flies out of a store is time well spent.

The man who never made a success of anything in his life always wonders why other men do not heed his advice.

Are you paying your clerks what they are worth to you and encouraging them to take an interest in your business?

Stand up for coffee and tea. Critics are throwing bricks at both articles, and if the grocers will not defend them, who will?

Few things are impracticable in themselves, and it is for want of application rather than of means that men fail of success.

There is not a better form of advertisement at the money than the show window. Some day its worth will be fully appreciated.

The almond crop of California is much smaller than last year. In France the crop is a failure. Spain has only an ordinary crop.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION
. . CREAM . .

AND BE

"The Modern Milkman"

. . PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.

NAPA VALLEY FRUITS CANNED

BY

Foster Bros. Co.

NAPA, CALIFORNIA.

The upward trend and the wild prices which surprised the trade in the opening of the season have now assumed a safe basis for business.

Our **Crawford Peaches** soon vanished. **Clings** show up well. We've a splendid **Pear Pack. Apples** are selling briskly. All the world knows our crop is a heavy one, while the Eastern is a bare average.

Tomatoes are now a feature of the trade. Blights in some sections and drought and floods in others will keep prices firm and bring good call for our own growths.



Now that the pure food proposition is emphasized, packers are combating the vagaries of unprincipled traders, and our packs are in greater demand than ever. Our reputation has vibrated through the East. Even from London, remote Denmark and Alaska have come orders for own home growths, so greatly are they in favor. There's great talk for **gallons** today.

CHIEF SOLANO BRAND

DESPICABLE TREACHERY.

Southern Paper Attacks Association Leader With Unwarranted Charges.

For some time past the "Commercial Bulletin" of Los Angeles has been printing diatribes against J. R. Newberry. Even with its small influence, the paper would undoubtedly cause trouble in the Southern California organization, if not its disruption, were it not for the effectiveness of its organization, the confidence the trade have in Secretary Paulding and his ability to keep in touch with every member once every two weeks through his "Report."

The attacks of the "Commercial Bulletin" are so evidently inspired by the jobbers that they lose much of the influence they might have coming from an independent journal.

This paper charges that Mr. Newberry is violating the retail selling price established on Economy jars by the manufacturers. He gives various details but fails to print certain other facts that would puncture the bubble the editor builds so carefully.

Among other things, he fails to state **and these facts are the TRUTH that**

The official price of Economy jars was changed on July 5th. That Mr. Newberry's stores were selling at the official price at that time. The change came after Mr. Newberry's July catalogue was printed. That on July 15th, Mr. Newberry instructed the managers of all his stores to charge the price or ship back to Los Angeles the unsold jars. That only one manager (at Pomona) failed to obey these instructions and his disobediance was without Mr. Newberry's knowledge or consent. That on August 25th, **a week before the publication denouncing Mr. Newberry,** the cutting had stopped.

The grocers know how far they can trust Friends (?) who treat their organization affairs in this way.

The same paper in the same issue had to apologize for false statements concerning Mr. Newburry in a preceeding issue when he declared that the Newberry stores had occasioned certain failures.

HOW HE GREW.

E. M. McEwin of Proctor, Minn., reports to the Minneapolis "Commercial Bulletin a gain in business as compared with the corresponding months of last year of 33 1-3 per cent.

He uses the daily papers, but does not pay much attention to special sales as he does not believe in them. Window trimmings he considers one of the best ways to draw trade.

CATALOGUE COMPETITION.

Important Elements In the Contest for Country Trade.

When you buy for cash, the goods on your shelves represent just that much money. When you sell for cash, you have more dollars coming in, in proportion to the stock sold than you paid out.

Then there is always an equitable exchange.

When you sell for cash and sell for promises to pay, you expect to lose a certain percentage of the accounts outstanding.

The men who hold you up for extended credits—time and eternity, are the very men who are willing to send their "cash in advance" to the big catalog houses.

It was your customers' money which they owe to you, that built up the big "cat" houses. They did it simply because you and your fellow retailers were perfectly willing to let them use your money year after year, in good seasons and in bad years, without charging one cent of interest.

Did you inflate your prices in order to make a profit and at the same time to assist you in paying interest to your wholesale house? Of course you did.

Can you meet retail catalog competition and continue to do it, when you cannot discount your bills, while the chief competitor at your station discounts all bills and sells for cash and the big catalog retailers get the "cash before delivery of the goods?"

If two and two are four, you can not!

The next proposition,—this retail mail order competition is going to keep up and you, if you stay in business, will have to meet it. Of course you will always command a certain portion of the trade in your section, but will that portion be all sufficient to warrant you in continuing in business?

We do not believe that the cash system is a panacea for all catalog evils. It will go a long way toward relieving the situation. The cash brigade doesn't squirm over the competition as the credit man must.

How many retailers take advantage of all discounts? It is distressing that more do not.

The dealers throughout the country are entitled to a large percentage of the dollars that daily leave their town for the big cities.

Men will prevaricate to keep from paying honest bills at home, while they send money to the "cat" houses.

If a "Parcels Post" bill passes Congress, this abuse will prove a hundred times worse.

PLAN MORE STORES.

West, Elliott & Gordon are just completing their store at Polk and Clay street, the old location. Their stores at 500 Hayes and 16 Clay street have both proven very successful. A fourth store will be started as soon as a desirable location is decided upon. CLERKS CORNER

CIGARS AND TOBACCO

H. Bier & Co. have an admirable location on Post street near Fillmore, where they are now firmly serried.

Salt Lake City.—There is more or less apprehension on the part of the local independent dealers that the Tobacco Trust is planning an early invasion of Salt Lake City with its United Cigar Stores.

The Tampa correspondent of "Tobacco" writes: "A. Santaella & Co. have orders on hand from Ehrman Bros. for 1,500,000 Optimo cigars. They continue to ship to this San Francisco jobber by express, and have been wholly unable to keep up with the demand, notwithstanding 50 cases of Optimos were shipped to Ehrman Bros. this week, 34 cases last week, 39 the week before and 56 cases in the week ending July 28. What a call for 'Optimo, my Optimo' cigars!"

KNOWLEDGE MEANS SAFETY

This is for the benefit of Mr. Coon, of Beatty & Coon of Bakersfield. Mr. Coon insists that at the present time it is practically impossible to conduct a business under an expense of 12 per cent when the dealer figures up all the expense connected with his concern. It is because this fact is frequently overlooked that there are so many failures.

'Many a dealer" said Mr. Coon, "has an idea that if he is able to turn over an order for $100 worth of goods with a margin of say $7.50 that he is $7.50 to the good. This is what causes failure. As a matter of fact a deal of that sort not only means no profit but really entails a loss of $4.50 to the merchant whose expenses amount to 12 per cent."

If the merchants of California would carry this one important idea in mind there would be many less failures.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

FRESH STOCK OF

NUTRITO

Just Arrived
Rochdale Wholesale Company
Distributing Agents
THIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company
Formerly 117 Battery St.
San Francisco
TEMPORARY LOCATION
Seventh and Franklin Sts, Oakland

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR

New York, N. Y., Aug. 21,—M. G. Wanzor Co. report:

"This week 16,000 tons of Porto Rico sugar for immediate shipment was sold at 3-7/8c; 20,000 Cubas for shipment at 3.92 and on August 16th, 11,000 Cubas at 3.94. No sugars today are for sale at less than 4c. If the refiners came into the market to-day at 4c, they would not be able to get many sugars. A few parcels will ultimately be gathered in at prices dictated by the refiners but this will not stop trend of values towards an ultimate higher basis. We had a big crop this season, most of it is gone. We will have another big crop next year. Normal prices will dispose of that. When the invisible stocks become piled up along with the big visible supplies on hand, nothing but curtailed production will then save the sugar planter."

New York, Aug. 30.—Willett & Gray report:

"Total stock of Europe and America, 1,924,835 tons, against 1,401,668 tons last year at the same uneven dates. The increase of stock is 523,167 tons, against an increase of 509,857 tons last week. Total stocks and afloats together, show a visible supply of 2,159,835 tons, against 1,701,668 tons last year, or an increase of 458,167 tons.

Raws.—A further adavnce of 1-16c. was established early this week on sales of sugars on spot and to arrive at 4c for 96 test.

"The price of 4c. for Centrifugals is high enough, based on present conditions of supply and demand, provided dependence can be placed on the new Cuba crop coming to market at the usual time. Refiners' supplies of raws on hand and to arrive from Cuba, Europe, Java and Hawaii are sufficient for their requirements until December 1st.

"Meanwhile the new beet crop will begin to come in, and if cane sugars should become scarce, the deficiency can be made up by imports of beet sugars. But the question is—what price will the European holders demand in case the new Cuban sugars are not available at an early date?

"The time for grinding cane in Cuba is three months off, and the Government officials are making strong efforts to crush the revolution immediately, in order that work on the crops may not be interfered with. The movement, however, appears to be spreading, and indications are that it cannot be suppressed by force of arms in a short period. Cane is being neglected in several localities, bankers are witholding loans and planters are becoming discouraged.

"If a settlement of the troubles, by compromise or otherwise, is effected soon, the supplies of raw sugars will be abundant and prices will be regulated accordingly; but if present conditions in the island continue, there will be not only a delay in harvesting but an important shortage in crop outturn which in addition to the expected decrease of 600,000 to 800,000 tons in the European beet crops, would cause a deficiency in supplies and speculators would certainly push prices upward. Events in Cuba will be watched with keen interest by everyone for some time to come.

"The local market closes very firm at quotations, with light offerings."

MAPLE SUGAR

Bellefontaine, O., Aug. 18.—F. N. Johnson Co, report:

"There is more inquiry for pure maple syrup and sugar than was ever known at this season before. Merchants are evidently preparing for the new Pure Food law."

COFFEE

New York, Aug. 30.—Willett & Gray report:

"While Valorization matters in Brazil are developing, the markets have gone lower on various local causes, such as September settlements, liquidation and transfers, as well as forced selling and manipulation, under which stop orders were reached. It is noted that many people have been inciting discredit of Brazil's Valorization Law without themselves knowing anything about developments in progress. They have deemed it the correct thing to encourage distrust because of the lack of details of what is going on. In conservative quarters it is apparent that a strong belief exists in the sincerity and determination of the Brazilian Government to prosecute the Law.

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

CALENDARS

$2.50 to $10.00 per 100.

Reductions on Big Orders.

ALL SIZES
MANY DESIGNS

Samples at our Office



Phone West 3067.

1714 Webster St. San Francisco, Cal

But meanwhile, unjustifiable antagonism in consuming countries to Brazil's new protective project tends to hasten the conclusion of negotiations on the Loan details, and the decline itself makes more effective the arguments why Brazil should provide financial facilities for the movement of her Coffee crops for the relief of the needy planters.

"The market position is decidedly better and will assert itself ere long. The same necessity for supplies exists in consuming countries and the Brazil crop is required to satisfy consuming demand and complete the stocks of commercial grades. There is no reason for the pessimistic sentiment which manipulators are trying to spread and especially when looking ahead at the prospects of the now growing crop. The interior of Europe and United States is greatly in need of supplies which cannot be obtained from the Port stocks, and relative higher prices must be paid to get the goods from Brazil. On the actual merits of the article a strong reaction is due. It may be delayed a while until people come to a full realization of the true situation, but the fact remains that with the world's necessities for supplies so urgent, the next crop outlook worse than poor and Brazil pledged to carry out Valorization, Coffee is ridiculously low in price and every good merchant should avail of the opportunity to lay in stocks at present or improving markets."

New York, N. Y., Aug. 15.—Henry Nordlinger reports:

"Since we issued our market report on the 14th ultimo, a considerable advance in the price took place. This advance was principally caused by the passage of the Valorization bill and the signing of same by the President of Brazil. Short sellers were scared into covering, and some old bulls availed themselves of the opportunity to reduce their holdings.

"We are afraid, however, that this higher price will be a sufficient inducement to bring back to life abandoned and neglected plantations, which would mean a renewal of the previous evil overproduction.

"The effect of this law on other producing countries, like Venezuela, San Salvador and Hayti, which produce coffees that are generally sold in competition with Brazils, would likewise tend to a renewal of activity on the part of planters in those countries.

"We are afraid that an advance of 2½ to 3c. over the present prices will curtail consumption somewhat and at the same time tend to increase production."

RICE

New York, August 28.— Dan Talmage's Sons report:

"The volume of business the past week has averaged about the same as during the previous period, and under continued light supplies, prices hold firm and unchanged.

"The time is at hand when receipt of rough at New Orleans should be more liberal, but the rains which have prevailed every few days, have retarded the harvesting and what has come forward has been in a more or less unsatisfactory condition. As it requires from ten to twelve thousand sacks per day to keep the mills in operation, it is easy to understand the continued strength of the market.

"Conservatism still prevails with many buyers, but the more progressive operators take things as they are, and make the most of the situation, it being generally felt that in the face of such limited offerings with a demand more than equal, prices are likely to be fully sustained yet for some little time.

"Advices from the Atlantic Coast report the growing crop in fine shape, and it is anticipated, unless local rains should occur to that harvesting will commence in earnest. In the interior—Southwest Louisiana and Texas—local brokers continue pessimistic and there has been some little cutting already done, but it is hardly expected that any general harvest work will follow for some days.

"Cables and correspondence from abroad report stocks very light, with even forward shipments as limited which keeps the market in firm condition.

"Talmage, New Orleans, telegraphs Louisiana crop movement to date: Receipts—Rough, 116,930 sacks; Last year, 112,427 sacks. Sales—Cleaned, (est) 81,225 pockets; Last year, 55,559 pockets. Market very firm.

"Talmage, Charleston, telegraphs Carolina crop movement to date: Re-

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



ceipts 28,912 barrels, Sales 25,290 barrels. Market steady."

DRIED FRUITS.

Saratoga, Calif, August 16.—F. W. Cranwell, manager of the Sorosis Fruit Co., reports:

"The fruit has so far progressed that from our immediate section we can report as follows:

"10 per cent Apricot crop, with nearly all the fruit sold to canners, and the dried products on hand are held at 16 cents per pound for Choice.

"Peaches have been mostly all sold at $30 per ton or better to canneries, with refuse dried selling at about 8½ c to 10c per pound for fruit ranging choice. The crop has fallen off so far about 35 per cent below estimates of early July, and it is believed the later peaches will show as great a shortage as the ones already harvested.

"In prunes, two things seem quite noticeable. Sizes will not run so large as they expected earlier in the season. The quantity will run from 10 per cent to 25 per cent below the estimates earlier in the season. There seems absolutely no reason with the present conditions, for the extremely low price which has obtained for some time past, and we shall be very much surprised if prices do not advance from one-quarter cent to one-half cent before time for delivery of prunes."

RAISINS

New York, N. Y., Aug. 17th.—The Hills Bros. Co., report:

"The Valencia crop is reported smaller than last year. The Malaga crop is reported to be two weeks late and of excellent quality."

EVAPORATED APPLES

Walcott, N. Y. Aug. 18th.—J. S. Tyrell reports:

"Our apple crop is of fine quality and promises to be 75 per cent as much as two years ago."

New York, N. Y., Aug. 21st.—The Delmarle Bros. Co., report:

"For November 24th delivery it is reported that sales have been made at 5⅞c. On the other hand goods have been sold at 6c. December apples are reported as being offered at 5⅝c. Some goods have been sold at 5.70."

St. Louis, Mo., Aug. 17th.—The St. Louis Commission Co., reports:

"Evaporated apples are now bringing from 6½c for choice to 8c for fancy rings. Sun dried from 3½ to 5½c, according to quality. The crop of apples throughout the United States in general is the largest for many years. New apples well pared and dry will bring above prices for some weeks to come. This is because the stock carried over from last year has almost been exhausted.

"We predict a steady decline until September or October, when the market will have dropped seeral cents on the pound."

New York, N. Y., Aug. 17th.— The Hills Bros. Co., report:

"The market continues on a basis of 6½c for new crop cleaned currants in 1-lb cartons October-November shipment. It is hardly probable that any increase in price will be seen nor is a decline likely. This year's yield is reported satisfactory both as to quality and quantity."

OLIVES

New York, N. Y., Aug. 18th.—The Seville Packing Co., report:

"The new crop queens has shown a decided shrinkage from the early reports. The maximum crop cannot be above 7,000 hhds. The growers are talking of realizing 50 pesetas for fanego on the tree. This is an excessive price and can hardly hold unless the crop prospects are further diminished. If the growers realize their pretension we will have the highest prices ruling for olives of the new crop that have ever been recorded."

BEANS

Adolf Koshland reports under date of August 15th:

"Pink beans have continued to advance, and the market is as strong as it was at any time during the advance. There is no expectation of a reaction, as it is now conceded that the new crop will not be nearly so large as the past season's harvest. Limas and bayos are still tending downwards, and the latter variety must decline materially before the market settles. White beans hold steady; spot stock is limited and firmly held, and there is the possibility of an advance, owing to the small stock on hand and the probable demand for these varieties before new crop comes to market. We do not look for a large crop of them. Garbanzos promise to be good as far as quality is concerned. The large variety will not be so plentiful, while prices for the small kind should decline some."

WALNUTS

Los Angeles, Sept. 1—The walnut growers have fixed prices as follows: Softs 11c, No. 2 Softs 8c; Standards 10½c, No. 2 Standards 7½c. Last year

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS. . . . . .

Alpine gives the Dealer a Profit. It pays you to handle it. . . . .

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.

Temporary Office

922 Franklin Street, Oakland Factory: HOLLISTER, CAL.

Best People On Earth

EAT

Best Prunes On Earth

FROM

Best Place On Earth

Los Gatos Cured Fruit Company

Growers and Packers

Fancy Santa Clara Valley Prunes

DIRECT
From Orchard where
GROWN
to the
DEALER

Los Gatos, California.

Write for prices. We guarantee satisfaction in every respect. Give us a trial order.

We will sell it to you at the right price.

the prices were: Softs, 13 and 9; Standards 12½ and 8½c. The growers association estimate that they control 500 cars with 125 cars outside, making 625 cars as against 400 for 1905. Brokers insist that the crop will be nearer 725 cars.

Fullerton, Cal., Aug. 14th.—E. R. Amerige reports:

"The walnut crop will average better than last season. Prices have not been made. They will probably be between 11 and 12c. Quality is good."

CANNED GOODS

Napa, Aug. 31.—Foster Bros. say: "Delays and unexpected hinderance in the starting of plant have resulted in great loss of raw materials already on hand at opening three weeks ago. This has curtailed seasons pack."

CANNED FRUITS

Oakland, Aug. 14th.—Griffith-Durney Co. reports:

"In our letters at the time prices on canned fruits were opened we said that we expected the business would be done in a whirl. Our predictions have been more than fulfilled, as in less than two weeks after prices were opened a great many packers had sold out entirely; some had oversold, and the Association withdrawn on a number of varieties. The Code-Portwood Canning Co., Pacific Coast Canning Co. and San Pablo Canning Co. withdraw from the market on everything, as on account of scarcity of labor, and the fact that pears and peaches are coming in together, they are afraid that they will not be able to pack sufficient to fill orders already booked.

"The Association just advised us that they are withdrawn entirely on Extra Standard and Standard Yellow Free peaches. The Association has nothing to offer in peaches now excepting Extra Yellow Frees, and a limited quantity of Extra Standard Lemon Clings.

"In all our experience we have never seen a year quite like this. Not only are all crops short, but the quality is poor. It is almost impossible to secure fruit that is good enough for Extras. We counted on having a beautiful lot of Clings, which would turn out 50 per cent. Extras. We don't believe they will turn out 10 per cent Extras.

"Pears are even worse than Peaches. The majority of them coming in scabby and scaly. We really believe that a number of packers are worse off than they have any idea of, and we predict that a number will be unable to make more than a pro rata delivery on peaches and pears."

Portland, Aug. 22d.—Portland jobbers have announced the opening prices to retailers on the 1906 pack of the Oregon Packing Company's fruits and vegetables. Some of the goods are now being offered, but most of them will be on the market for September-October delivery. The wholesale prices follow:

Extra Standards—	
Apples	$1.50
Blackberries	1.60
Cherries, black and white	2.10
Gooseberries	1.85
Bartlett pears	1.65
Plums, all kinds	1.30
Raspberries	2.10
Strawberries	2.10
Pie Gallons—	
Blackberries	$3.80
Apples	2.65
Cherries	4.00
Gooseberries	4.00
Bartlett pears, unpeeled	2.50
Bartlett pears, peeled	3.00
Plums	2.50
Pumpkin	2.40
Squash	2.40
Rhubarb	2.65

The fruit pack of the state as a whole this year will be something under that of last season. While the pack of raspberries will be normal, that of strawberries and cherries will be short. Berries, as put up by the Oregon Packing Company, are however, relatively cheaper than heretofore, as quality this year is exceptionally fine, an unusually large portion of the pack being of extra grade.

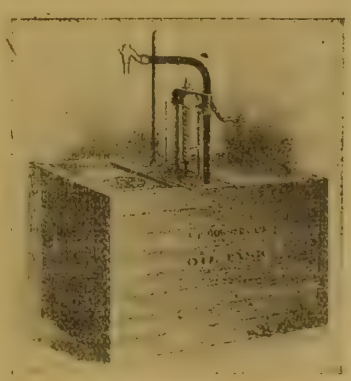
The strong position of the general canned goods trade was shown by a number of fresh advances that were announced yesterday, in pie gallons the rise being 25 cents in apricots, 10 cents in peeled and unpeeled peaches and 10 cents in Bartlett pears. Berries are also exceedingly strong and it looks as if stocks will be cleaned up before January 1.

CANNED PEACHES

Baltimore, Md. Aug. 24th. — The "Trade" reports:

"Packers complain both because of the poor quality and small quantity of receipts. The fruit is much spotted.

Stop and Consider.



Cut 1—Cellar Outfit.
One of 50 styles.

SAVES TIME, MONEY, AND MATERIAL; IS CLEAN, NEAT AND CONVENIENT. SEND FOR CATALOGUE "BB"

"Retail merchandizing is essentially a business of small things. This is just as true of the great metropolitan store which sells millions of dollars' worth of goods a year, as of the little general store at a country crossroads. In either case the individual items which make up the total of sales are small and in most cases the margins of profit are also small. Consequently, only a little margin of waste in the handling of these goods is necessary in order completely to dissipate that small margin of profit. A little leak here and there is enough to let all the profits ooze out of the cash-drawer and leave the merchant with only his labor for his pains—if not with a burden of debt and failure."

Extract from article in August 11th issue of Saturday Evening Post. This article was written by Harlow N. Higinbotham, for years a partner of Marshall Field, in Chicago. A man who made himself a millionaire by stopping just such losses as are caused by tin tank storage of Kerosene and Gasolene.

If Mr. Higinbotham had been a grocer, he would have used a Bowser Tank.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

There has been an advance in the price of the better quality. This is remarkable since the best quality of fruit will be at hand soon."

Baltimore, Md., Aug. 18th.—Thos. J. Meehan Co. report:

"The unfavorable reports about the peach crop appear not to have been exaggerated. The heavy storms came at, perhaps, the most critical time in the development of the fruit. Too much rain caused them to rot at the pit and stunted the growth more or less."

Baltimore, Md., Aug. 18th.—H. H. Taylor Co. report:

"Early Crawfords have come and gone with no great abundance. There have been very few that were really fit for Standard fruit. This is the result of excessive rain."

CANNED PINEAPPLE.

New York, N. Y., Aug. 18th.—Paul Taylor Brown Co. report:

"The market on Singapore pineapple still remains firm. As the packing season is drawing to a close, higher prices may be confidently expected in the near future."

CANNED TOMATOES.

Baltimore, Md., Aug. 24th.—The "Trade" reports:

"Unfavorable weather conditions continue. The limited amount of tomatoes in sight indicate an early discontinuance of the pack for want of raw material. If such is the case there will be almost a famine before the next season arrives. There has been no change during the week in future prices. Standard 3's are quoted at 75c, Extras at 80c and Seconds 70c. The spot market has been very quiet. The Syndicate stock is held at unchanged prices."

Aberdeen, Md., Aug. 18th.—Strasbaugh-Silver Co. report:

"Adverse weather conditions continue. Unless there should be a sudden change for the better from two-thirds to three-fourths of the crop is all that can be expected in Maryland, Delaware and Virginia sections. Should buyers of blocks decide to come in, bids of 80 cents would not draw any considerable amount of business from this section which is already heavily loaded with future orders. Owing to adverse crop conditions the Committee of Bankers now in charge of the entire holdings of the Syndicate have withdrawn indefinitely their 75 cent price."

Baltimore, Md., Aug. 18th.—Thos. J. Meehan & Co. report:

"With favorable weather during the remainder of the season there will be a satisfactory output in tomatoes in point of quality if not in quantity. There may still be a satisfactory quantity if there are no early frosts."

CANNED CORN.

Aberdeen, Md., Aug. 18th.—Strasbaugh-Silver Co. report:

"Fancy packed corn, especially the Shoe Peg variety, will in all probability command top prices this season."

CANNED PEAS.

Baltimore, Md., Aug. 24th.—The "Trade" reports:

"We anticipate a sharp advance in peas during the Fall and especially in better quality. Not only is there a short pack but the new Pure Food law will pay special attention to peas."

SALMON.

Seattle, Aug. 25th.—The "Trade Register" says:

"Salmon remains firm in price, the supply not being overabundant. Silvers are more plentiful than they have been and fishermen report good indications for a large run of these. Chinooks are holding out fairly well and the supply is about equal to the demand. Salmon trout is about 1s per lb. cheaper."

New York, N. Y., Aug. 22nd.—The special correspondent of the "Trade" reports:

"There was a strong tone in red Alaska fish this week. Quotations are from 1.05 to 1.07½c. Advices from the Coast report an upward tendency in all offerings."

Portland, Ore., Aug. 27th.—The "Oregonian" says:

"The experience of the past has thus prepared people for the announcement from some of the interests involved that the 1906 pack was a failure. It has also prepared them to receive with considerable satisfaction and no surprise the semi-official statement that the pack for 1906 in the aggregate is less than 10,000 cases short of that of 1905. The figures printed in yesterday's 'Oregonian' show a pack of 257,500 cases and 7,035 tierces of salmon."

Seattle, Aug. 26th.—The Kelley-Clarke Company, representing the Northwestern Fisheries Company and other canneries, and J. K. Armsby Company, for the Alaska Packers' Association, controlling the distribution of Alaska salmon pack, have announced the opening prices for the 1906 season for the United States market of: Red Alaska, 95c per dozen; medium red, 85c. Pink are firm and the Kelley-Clarke Company has advanced the figure from 75c, at which pinks opened six weeks ago, to 80c.

These prices are on the basis of talls; the quotation of the few halves packed in the North is 85c and on the flats $1.15. Figures on red Alaska talls are 10c higher than last year, and on halves and flats last year's prices prevail.

The total pack of Alaska is estimated at 1,600,000 cases. Red and pink have each fallen 150,000 cases below last year's pack and the trade had expected a higher opening figure than has been announced. The market is firm.

Portland, Aug. 25.—The "Oregonian" says:

"While the pack of salmon in the Columbia river during the past season is now estimated as 260,000 cases, as against 335,000 cases a year ago this year's production is just about

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts. ..... .90
PASTE
1 lb. $3.00
½ lb. 1.75
3 oz. ..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World.
J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

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Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...	$ .80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
of
... The ...
American Tobacco Company
Temporary Office
906 BROADWAY, OAKLAND

equal to that of the previous season because it is figured on a basis of four dozen one-pound cans to the case, while last year's figures were rather mixed and included some two-dozen case lots and half-pound cans."

Estimates of the 1906 Columbia river pack are as follows:

Estimated Columbia River Pack.

Columbia River Packing Association	78,000
Seufert Bros	13,000
Warren Packing Company	31,000
J. G. Megeer	7,500
Seaborg Packing Company	7,500
Pillar Rock	14,500
Altoona Packing Company	10,000
McGowan & Son	19,000
Union Co-operative	30,000
A. Booth & Co	17,000
Sanborn-Cutting	18,000
Tallent-Grant	14,000
Total estimated	260,000

Vancouver, B. C., Aug 18.—That delicious lunch delicacy, the British Columbia and Puget Sound sockeye salmon will be dearer this year than usual as the salmon were coy and hard to catch. The total pack of the Fraser River canneries for the season is 156,107 cases, which is 200,000 less than it was four years ago, that being the way comparisons are made regarding sockeyes, which are supposed to run about the same quadrennialy. The total pack on Puget Sound is estimated to be about 150,000 cases, and that likewise is 200,000 less than in 1902; in other words, there are 400,000 cases less this season, than in the year just named. For a few lucky fishermen who toiled nights and caught more than the average the season has been a good one, for the high price, ranging from 25 cents to 40 cents per fish, made up for the scarcity, but the cannerymen talk of it as a season without profit, while some say it has been one of serious financial loss.

"The Dominion government has extended the season to September 15 in order to give the cannerymen a chance to make up, by catching cohoes, for some of their losses in sockeye fishing. The mere fact that the extension of time was asked for shows what a poor season it has been. A number of cannerymen are much averse to this action, they declaring that even if a few sockeye are caught between now and September 15 it will be at the expense of fishing four years hence, as the females will lose the opportunity of getting to the spawning grounds in the upper waters of the Fraser.

"Another unfortunate feature of the season has been the comparative failure of the traps on the Vancouver Island shore of the Strait of Juan de Fuca. It was hoped that many of the Fraser river salmon would be caught in the traps before they reached Puget Sound waters, but that did not happen to any great extent this year. There were twenty-three traps in operation and as each represented an expenditure of at least $3,000, the investment is $15,000."

Hoquiam, Aug. 23.—A great many Chinook salmon from the Columbia river are being caught in Gray's Harbor this season by fishermen. Each year a few of these salmon are caught in the harbor, but the largest number ever known has been caught since the season opened. The fish are larger than the black salmon and brighter in color.

AMERICAN SARDINES.

New York, N. Y., Aug. 22nd. The special correspondent of "The Trade" reports:

"Reports from Maine are that the catch has been the lightest known on the New England Coast. Two advances have already been made."

New York, N. Y., Aug. 21st.—B. O. Bowers Co. report:

"Conditions at the sardine canneries have shown very little change during the past week. The quantity being packed indicates a great falling off from the same period of any preceding season. Prices remain unchanged and firm."

THE WESTERN MEAT CO'S NEW PLANT.

The Western Meat Company has commenced the erection of a plant on their own property at the corner of Sixth and Townsend Streets. This plant will occupy an entire half block.

The Townsend Street side of the building lies along side of the railroad track. This will prove of immense advantage to the Company in loading and unloading its goods. As will be seen from the cut which we print herewith the building will be substantial and one of the most attractive in this part of the new San Francisco. The new building will include a complete plant for the smoking of products and the re-shipping of products of the same.

There will be a special department devoted to the canned goods put out by this concern. Another department will be devoted to the handling of fresh meats. At the present time the business of the Company is being done at its big plant at Baden. There has been no time when the distribution of meat in San Francisco has been neglected. At present the center of distribution is at 18th and Harrison.

LEWIS CO. INCORPORATES

The Lewis Packing Co. has incorporated. Capital stock, $50,000. Directors: Charles Harris, Samuel Dasenberry, Isiah Harris, Neal Harris and C. C. Thayer. Most of the incorporators are also connected with Harris Bros., wholesale grocers.

CANNED FRUITS.

Northern Jobber Writes of Conditions of Market.

In an article for the Journal of Portland, Ore., E. E. Cooper of Wadhams & Co., wholesale grocers, writes:

"The retail merchant who ordered his canned goods early and liberally this year will have good cause to congratulate himself. Hardly an article can be named but has already advanced over opening quotations.

"From a canner's standpoint the season is a very unsatisfactory and uncertain one in all sections of the country. Climatic conditions have been such as to overturn all early calculations, and many packers have now withdrawn quotations, having oversold their prospective output.

"The crop of all varieties of early fruits and vegetables was very short, the pack light, and canners will prorate delivery. On the goods already canned, such as asparagus, peas, string beans, berries and cherries, the deliveries will vary from 25 to 75 per cent.

"When you figure that with the exception of corn there will not be a single case of last year's pack carried over by either canner or jobber, prospects are very bright for high prices with heavy demand next spring.

"The California canners have been unusually unfortunate. The destruction of the can factories, making it impossible to secure cans promptly and in sufficient quantities; the congested transportation facilities causing delay in deliveries of fruit from the orchards; unusual hot weather which ripens the fruit prematurely and necessitates prompt handling, all combine to make their lives anything but a "bed of roses."

"The consumer will be compelled to pay higher prices for all varieties of fruits, but the two great staple vegetables, tomatoes and corn, will be reasonable in price and no higher than last year. This is the silver lining to the cloud, as these two articles represent at least 50 per cent of all the canned goods consumed."

EFFECTIVE AGAINST TRUST

One of the most telling weapons that the independent dealers can use in the fight against the Tobacco Trust is the general use of effective cartoons in their show windows.

This has been freely demonstrated during the past six months or more by Maaskoff, the Trust Fighter; the Edwin Cigar Co., and other live independent dealers in down-town New York.

Whenever a really strong and effective cartoon against the Tobacco Trust has been displayed in the windows of these down town cigar stores—and that has been at comparatively frequent intervals—they have attracted the immediate attention of many thousands of people, and have served to drive home a great truth to their minds as nothing else could.--Tobacco.

SERIOUS MISTAKES.

What One Merchant Found He Could Not Afford.

A certain successful business man who is not overly proud of his earlier mistakes, takes a keen satisfaction in knowing that he has "cut them out" and is now doing businsess on business principles. For the benefit of the young merchant who have not hit the right track as yet he is willing to bare his early faults. Here they are:

He did not have capital enough.

He took other people's advice.

Did not give his business close enough attention.

Gave too much credit and was too easy with his customers.

Worse than all this:

He took a partner.

Then he turned right about, paid strict attention to his business, cut out slow pay and long time, long winded customers. From the falures of others, he learned that extravagance, liquor, overbuying and lax methods were a source of loss and trouble.

CUT OUT THE GROCER.

Arbuckle's Methods to Take the Dealer's Trade Away.

Arbuckle and his brother are developing more and more into a retail mail order business each week.

And yet they actually try to make a defense and bravely assert that their ten pound wooden box is only offered to consumers where the buyer cannot buy from a retailer.

Too thin. Gauzy.

Read this: **"Write for the book anyway and see what beautiful and useful presents we give."**

Not if your grocer does not sell Ariosa, but "write for the book anyway." That is "write for it, whether your grocer sells Ariosa or not. See what beautiful presents we give."

Mr. Retailer, **Arbuckle Bros. have cut you out.** Reciprocity is good for the goose, and is good for the gander.

Listen to another dose of Ariosa rot:

"You can buy direct from us—that is, you can buy Ariosa coffee but not furniture, nor dishes nor other commodities. **We give presents, 'tis true, but FOR SENTIMENT — NOT MONEY."**

Wouldn't that jar your sentimentalities?

As if it were not bad enough to try to force the trade to handle goods that pay too small a profit—and sometimes none—the Arbuckles would even take the dealers' trade away entirely. What is more extraordinary, certain local coffee houses patronize papers that prostitute their columns by boosting Arbuckle's cheap stuff and urging grocers to handle it.

MAKING WINDOWS PAY.

Some Thoughts About Price Tickets and Crepe Paper.

The window is inexpensive to operate and brings immediate returns. The dealer who gives attention the newspaper advertisement and not to the shop-window display wastes golden opportunities. It is hard to understand how a dealer can pin his faith to the distant patronage that the newspaper is to bring, and overlook the people who pass by the window of his store.

Effective price tickets require some trouble. We never could understand how anyone can think that the price ticket is not worth this trouble.

Flowers and foliage plants can be used in grocery windows with good effect.

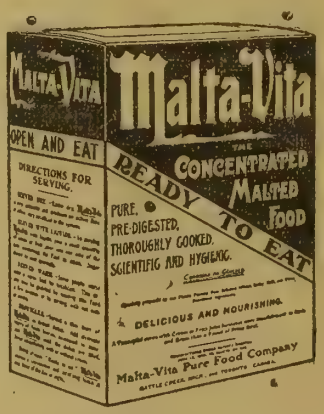
Crepe paper can be used in novel festoons, in decorations of the window space with rosettes, wreaths and bows of appropriate colors. In the week before Decoration Day and that before the Fourth of July the crepe paper used should be red, white and blue, with green on St. Patrick's Day, etc.

Decoration Day windows can be made very attractive with tri-colored draping and with flowers and wreaths. The national shield and the national bird, stacked rifles and crossed swords, are still used in some of the most tasteful displays.

The window needs beauty of form and color. It needs a touch of novelty. Roses, crepe paper and dainty ornaments of various kinds pinned upon the elaborate toilettes of his window increase their beauty. The last deft touch, carrying some small dab of color or gleam of brightness, is often what is necessary to set off the display to best advantage.

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

HANDLING CRANKS.

How Clerks Can Add to Their Value to the Boss.

Many clerks and store proprietors dread the crank. Yet the crank frequently is the best patron the store has.

The crank is the man or woman who knows what he or she wants. The crank is satisfied that a certain article, a certain brand, a certain quantity is desirable and desired. There is no hesitation in the mind of the crank. Give him or her what is asked for and there will be no trouble.

Furthermore, the real, genuine crank has the money to pay for the goods. The fellow who has no money, who wants to run a long-time bill without any assurance of payment, feels no right to be real cranky. The man with the money in his pocket, who has the account in the bank and who can pay for the goods he buys naturally assumes the right to be particular.

Cured by Courtesy.

Part of the crankiness comes from ill- treatment in the past. An independent spirit treated with carelessness surely resents it. This grows with repetition and becomes chronic. It can be cured by courteous treatment.

Again, the clerk who can hold the custom of store cranks is worth a good deal. There is no glory in selling goods to the fellow who will take the first thing handed out and hurry away with it. There is honor in being able to sell a nice bill of goods to the man or woman who has the reputation of being a close buyer and hard to satisfy. This, too, is the kind of honor which pays. If the time comes when the force must be diminished, then the clerk who sells to the "hard ones" will keep his job.

Makes Men Valuable.

When the moment arrives in the business for advancing some of the force or raising salaries, the clerk who has the reputation for having a following of cranks is the one who gets the raise.

It pays to sell to cranks. Their patronage is worth a good deal, for if they are satisfied, the store is being conducted on pretty good lines.

We know one merchant who advertises his store as the store for cranks. The beauty of it is, he lives up to his advertisement and conducts a business which usually suits the fastidious, the particular and the people who know what they want and have the money to pay for it.—New West Trade.

Salesmanship.

This intangible quality, which is recognizable at a glance but which is made up of so many elements and characteristics that it cannot be described, is the "whole thing" when it comes to making yourself into a successful clerk. And, from the successful clerk, comes the successful merchant. For, while it has been said many times that it is important to buy well, that is an erroneous idea. The truth is, that it is comparatively simple to learn the art of buying goods; but it takes a high order of ability to be a good salesman. I have suggested this thought before: but it is too important not to bear reiteration, so I make no apology for talking about it again. And this is the idea that I have recently had suggested to me:

In seeking to present new things to customers—lady customers, of course—must "size up" your customer. And in this matter of taking an estimate of the character of your buyer lies the probability, in a great measure, of your success or failure. What I am saying now, applies especially to new and transient trade; for you will soon get to know your regular patrons and their ways and capacities so well that you can handle them so much more certainly. But go carefully in taking the measure of a new customer. Learn what she wants and get it for her. But in this first talk, if you are bright and keen, you can get a very fair idea of what kind of a person she is.

You can discover whether she has taste and breeding sufficient to lead you to suppose she knows what things are; and you can also get an impression of how well she is able to afford to buy your choicest goods. And I want especially to caution you not to jump to too rapid conclusions simply on her appearance.

The woman who seemed very ordinarily dressed; who, in fact may seem somewhat out of date, or old-fashioned, may be just the woman who not only knows what is best, but buys it habitually. And any little superciliousness on your part may lose you her trade and in any case will make her estimate of you anything but flattering. All of which you can see will lead naturally to the conclusion that you must be impartially ready in all cases; that you must be as prompt, as ready, as assiduous with the unobtrusively mannered, plainly dressed woman as with the one whom you may think is just "the thing" of up-to-dateness.

The truth is, as you may have chanced to observe, that the most refined women are often the least "togged up," especially when they go to buy groceries and attend to the regular round of shipping. And you may have also observed that the most flashily garbed of all your customers really are, after all, rather "cheap" in themselves, their manners, their tastes and their buying ability.

The highest type of salesman is, like the poet, born not made; and you may not have it in you to belong to the first rank. But, by being careful, attentive, watchful of every customer with whom you come in contact, you may make what all around you will call a success of selling goods. The essence of it all is studious attention to the wants of the buyers so that you may be able to anticipate needs and make suitable suggestions. And you may always take pleasure in the reflection that such application on your part is beneficial to yourself as well as good for the firm.

FOLLOWING INSTRUCTIONS.

Necessity of Doing Exactly What You Are Told.

It is a good thing to get into the habit of doing precisely as you are told.

That does not seem difficult. Yet, it is a rare accomplishment.

You will hear, men, women, boys and girls, of all sizes and ages, say: "Why, I thought you said," etc. This comes from the inability of most persons to accurately listen to what is said, and to make strictly accurate mental note of just what they are expected to do.

You have probably worked for the "fussy" man who is always buzzing, under the impression that he is busy; the man who works his own nerves to a frazzle and wears on those around him. He is the man who will tell you a thing over and over again and does not seem to expect you to remember it or act upon it until it has been drummed in very well.

You probably have also worked for the very quiet man who works effectively himself and tells you what he wants done in such a subdued way that, at first, you hardly take what he says seriously. But you later find that this kind of a man means just what he says and expects to be done with the telling when he has spoken once.

This last man, while seeming to be overburdened with the details of what he did, never seems to forget anything, but can usually tell many days afterward just what he said and the circumstances surrounding the saying.

The fussy man was the man who said "I thought!"

The quiet man was the one who had the faculty and cultivated the habit of exactly taking instructions and doing just what he was told to do.

The United States is not the only nation growing. For July Great Britain's imports increased $20,000,000, and her exports to the tune of $8,000,000.

The sixth annual picnic of the Tacoma Retail Grocers' Protective Association was held at Spanaway Aug. 15, with an attendance of between 4,000 and 5,000.

Some London grocers have put in cut flowers as a side line. It helps decorate the store and is a very profitable business. Ladies are flattered to receive a flower when they visit the store in person.

HEYMAN-WEIL CO.

Nos. 46 to 48 Kansas St.

FOOT OF EIGHTH

One block south of S. P. R. R. tracks

Complete stock of Brooms, Wooden Ware, Kitchen Utensils, etc.

KELLY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

WIELAND BROS.

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Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

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RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

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P. C. ROSSI, President. **A. SBARBORO, Secretary**

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FINE WINES AND BRANDIES

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Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco, foot of Spear St.

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Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

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FOR SUMMER READING.

MIRTHFUL BOOKS IN
UP-TO-DATE SLANG

A Series of Books by Benj. F. Cobb, written in the catchy slang vein which to-day is so prevalent. These books are the best issued and fairly blossom with wit and humor. Bound in cloth gilt tops, with seven half-tone illustrations. The titles:

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Jack Henderson on Matrimony.
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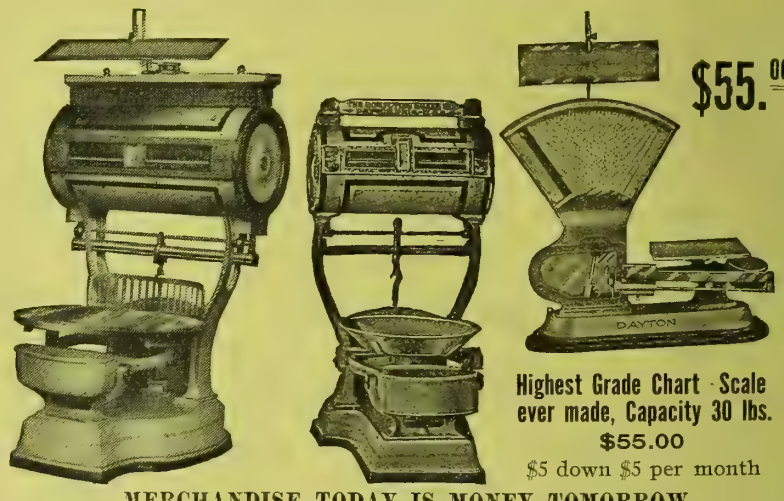
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OURS IS THE ONLY FACTORY IN FRISCO.

Reed Pickle Works
THE OLD STAND
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Phone SPECIAL 228



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
$5 down $5 per month

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Profits DEPEND ON THE **Scales**

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY **WRITE FOR CATALOGUE**

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DAYTON COMPUTING SCALES
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THE RETAIL GROCERS ADVOCATE

H. Powers, Editor. SAN FRANCISCO, CALIFORNIA, SEPT. 14, 1906. VOL. 11, NO. 36.

CALIFORNIA

HOME BRAND

NEW

DILL PICKLES

AND

SAUERKRAUT

Now Ready for Delivery

THESE GOODS ARE

Positively the Finest

EVER PRODUCED

BY HUMAN KIND

favorable climatic conditions make this possible. uctions as to how to properly care for "CALIFOR- HOME BRAND" Sauerkraut and Dill Pickles sent each shipment. Dill Pickles guaranteed till sold.

Pacific Vinegar and Pickle Works



The Original Powdered Stove Polish

Mixes with Water Instantly

ADVERTISED EVERYWHERE

OUR GUARANTEES:

To Give Satisfaction or Money Back
To give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

1920 Sacramento St., San Francisco, Cal.



ITS OWN SALESMAN

On March 7th, Davis Bros. General Merchants at Crockett, Cal., wrote me as follows:

Mr. W. A. Hawley, Dear Sir: We are so well pleased with the McCaskey register in our new store, that we have decided to have another for our general store. Send your agent at once, and oblige, Yours truly,

DAVIS BROS.

3 Days Later we sold them a $265.00 Register

Ask them to-day what they think of it

WE CAN SHOW YOU How this register quickly pays for itself and continually earns you a profit

WM. A. HAWLEY, Pacific Coast Agent,
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Phone Emergency 101.

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DEAR SIR:--Please send your Catalogue and Sample Pad of your famous Multiplex Duplicating sales slips free, and oblige,

Name .....

Street .....Town .....

(Grocer's Adv.) State .....

M. J. B. COFFEE

Is now being distributed as heretofore

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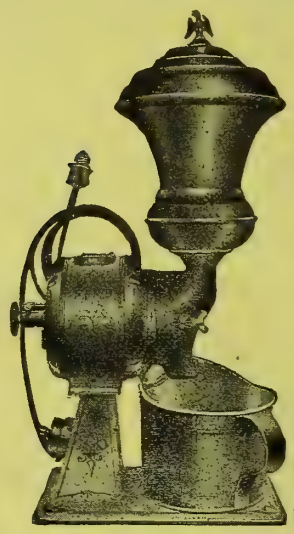
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Mission, near Spear St., San Francisco.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

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The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

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Reed Pickle Works, 1507 Folsom.

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U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

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Western Meat Co., 17th and Harrison...

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Los Gatos Cured Fruit Co., Los Gatos,

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

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"Money Weigh," John J. Duffie, Agt., 1482 Market.

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"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 301-303 Front.
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Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 10th 11th. Phone, Special 274.

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The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

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HERE IT IS



The Best Corn Meal Made

The kind your customers wanted for years.

It is made of the choicest yellow corn by the most perfect milling processes known. It is uniformly granulated, absolutely pure and free from hulls and speckr. Such is

QUAKER BEST CORN MEAL

It is sold only in sealed 3 lb. packages.

This is the kind of meal it will pay you to sell, Mr. Retailer. The beautiful Carton in which it is packed attracts your customers and saves you the time and trouble of weighing out bulk meal, saves paper, twine and loss, too, but best of all,

IT YIELDS A HANDSOME PROFIT

Don't delay, but order a supply of Quaker Best Corn Meal from your Jobber to-day

THE QUAKER OATS COMPANY

SUCCESSORS TO

THE AMERICAN CEREAL COMPANY

Address, Chicago, U. S. A.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., SEPT. 14, 1906, NOL. 11. NO. 36.

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POINTS TO WATCH.

State Convention—
Every grocer in California who can do so should be in Oakland, Monday and Tuesday, Sept. 24th and 25th. All are invited. All will be entertained. The conference will help everybody.

Tea Dust—
Japan tea dust is selling for much more in Japan than in America, owing to Russian buyers having contracted for a very large part of the output.

Foochow Congous—
Teas of this description are selling in America at lower rates than the same can be bought for at Foochow.

Dried Apples—
The big Eastern crop indicates lower prices soon for evaporated apples.

Raisins—
The growers feel confident of better prices than last year. The early buyers of raisins will do well this season.

Prunes—
The market is firm, in spite of packers who sold "short" early in the season.

Bayos—
The new crop will be unusually large and prices will probably be considerably lower when new stock arrives.

Limas—
Crop conditions are good and acreage large. Spots are already weakening.

Sardines—
Both American and European are in small supply with light catches.

AN IMPORTANT MEETING.

Promises of Large Attendance at the State Grocers' Convention.

MANY MERCHANTS INTERESTED

Will Consider Subjects of Vital Import to Retail Dealers

The Seventh Annual Convention of the State Grocers Association which is to be held at Oakland on Monday and Tuesday, September 24th and 25th promises to be particularly well attended.

Inquiries sent from the office of the State Grocers' Association have brought out the fact that the matters in which all grocers of California are particularly interested are the following:

Curbing wholesalers who sell to consumers.

Having manufacturers fix and maintain a fair retail selling price for their goods.

Securing the passage of necessary laws.

Extending organization.

Controlling dead beats.

These will be the matters that will unquestionably be given the most time in the discussions that will come up before the convention.

Every grocer who is interested in these matters should attend this convention not only because his advice may be of assistance to the other grocers but also because it will be of advantage to him to know what the ideas of the leaders of the grocery business are in these matters and also to be assured as to how far he can count on their support in bettering conditions.

Southern California will probably be represented by five delegates. Three of these will come from Los Angeles and two from outside cities. As it will cost about $50 for the expense of each delegate who comes from the south, a larger represetation cannot be expected.

Sacramento will send its full quota of seven delegates.

Stockton will have a strong delegation.

Fresno will be represented. As Fresno has allowed its delegates in the past $25 for expense of each, the number of delegates is naturally limited.

San Jose will be represented.

The following communications have been received from retail merchants of various parts of the state. They show how great an interest the trade takes in the splendid work the State Association has in hand:

WILL ATTEND THE CONVENTION

W. A. Davis, Crockett.—"I hope to be able to attend. I think the convention should seek to educate the trade to the fact that they must have a profit if they expect to succeed.

C. Schlichtman, Bethany.—"I hope to be at Oakland for the convention. In my opinion, the meeting should devote itself particularly to the problem of maintaining fair retail selling prices and to discouraging wholesalers who sell to consumers at the same price they charge retailers.

Silva & O'Meara, Oakley.—"Our firm will be represented at Oakland. The most attention should be given for plans to (1) Stop dead beats who travel from town to town instead of paying house rent and grocery bills. (2) Stop wholesalers from selling to consumers.

A. Martinelli, Inverness.—"We have no association in this community as yet, although one is needed. I hope to attend the convention at Oakland.

Hardman & Cobb, Glen Ellen.—"I will be at the convention and may be able to bring several of my neighbor merchants with me. The delegates should plan particularly to stop wholesalers from selling to consumers and to secure a law that will give grocers the same protection from dead beats that hotels now have. An association in Glen Ellen would be a very good thing.

Ryan & Howell, Hollister.—"We hope to attend the convention at Oakland. I think special thought should be given to disciplining those manufacturers who allow the dealer no margin and also the cut rate grocers. We need an organization here."

L. G. Berdrow, Sunnyvale.—"I will be pleased to attend the meet of the State Grocers at Oakland. I hope to see concerted action that will result in bringing about legislative action long ago needed for the protection of the trade and hearty support of matters pertaining to our common interests as retailers.

MAY POSSIBLY ATTEND.

W. M. Duff & Co., San Luis Obispo.—"We have at hand your favor of the 1st inst. The writer regrets that at present he can not promise to attend your convention. We have no association in our town. We did have one, but it ceased to exist.

"We note what you propose to accomplish, **all of which meets with our approval.**

"There are a great many reforms which are just and necessary to our interest. However, we cannot accomplish everything at once and we suggest concentrating our efforts to at-

EVERY GROCER

IN

CALIFORNIA

Is Invited to Attend the

SEVENTH ANNUAL CONVENTION

OF THE

California

Retail Grocers and Merchants'

Association

OAKLAND

Monday and Tuesday, Sept. 24th and 25th

SPECIAL RATES;

When you pay your fare, get a rebate check from your agent. You can get a return ticket for **One-Third** fare. This holds for delegates wives also.

Many Important matters will be Discussed

Entertainment will be Lavishly Provided.

If you can attend send your name and address to

State Secretary, FRANK B. CONNOLLY,

1414 Webster St. San Francisco, Cal.

tain two or three of the matters most affecting our interests and when we have obtained these, take up other matters according to their importance.

"In this line we would suggest making a special effort to extend the Statute of Limitations in open accounts to four years and on notes to six or more years. When a man admits his indebtedness by a note, there is no reason why it should ever outlaw.

"Another matter affecting our interests—the Bankruptcy Law needs revision. The intent of the law is all right, viz: that when through adverse circumstances a man gets hopelessly in debt it intends to give him a chance to make a new start. Its effect is that about four out of five who get the benefit of this law are dead beats, they rob their creditors, clear themselves up; and proceed on the same lines again.

"There is a necessity for a Bankrupt Law but it should be framed, or amended, to prevent dead beats from defrauding legitimate creditors. We have not sufficiently considered the matter or looked into the exact term of the law to offer a definite amendment or substitute off hand, but would suggest that the present law stand, with an amendment that when a bankrupt at any time attains a certain competency or obtains a certain amount of property that a stated percentage should be applied to settle his debts listed in his bankruptcy application. There should be some amendment to the law, so that a dead beat, cannot defraud his creditors by recourse to this law and then prosper or resort to the same tactics again.

"As you ask for suggestions we say: 'Let everything else go. Accomplish the reforms we suggest and you will do the retail business the most good. If you favor our suggestions we are satisfied that we can have our representative from this County to support these measures."

Hendricks, Crump & Co., Lakeport.—"We may possibly be represented at Oakland. Our town has no association though one is needed."

C. Seidewan, & Co., Paso Robles.—"I may be able to attend the convention. We have no association in our town at present."

A. Jacobs, Whittier.—"If it is possible, I would like to attend the State Grocers Convention. I think its efforts should be to secure a mutual fire insurance law fixing of retail prices by manufacturers, cutting out of premiums, a strong organization in San Francisco since 'the house divided against itself shall fall.' We have an association here of which A. Moore is secretary."

J. A. Verlaque, Ramona.—"I do not think I can attend the convention. Sig Steiner of Escondido might, however. The convention should give most attention to the wholesalers that sell to consumers and to the selling of staples at cut prices. I hope you can help us get an association here."

Pinnas Com'l Co., Beckwith.—"I may possibly be able to attend the State convention and, if not; will try to get some one from this community. An association is needed here. The State Convention should devote itself particularly to the matter of stopping wholesalers from selling to consumers and perfecting laws to make dishonest creditors pay their bills. I will do my best to get our merchants in line for the good work."

Bonaiti & Petar, Bolinas.—"The convention should devote itself to retail price on their goods and **then see that it is kept.** I fear we will not be able to attend."

CAN'T COME BUT INTERESTED

Parsons & McNaught Santa Ana.—"Our Grocers' Association here has been out of existance for some years due to non-interest on the part of the members and also failure of members to live up to agreements. We have a Merchants and Manufacturers Association which is carried along on lines of a Chamber of Commerce. Apart from the periodical publishing of a dead beat list, its benefits are not devoted to any particular line of business.

"In our estimation, what the grocers of California need most is a law equal to that enjoyed by Hotel keepers. The rest of their needs are well covered in your circular letter.

"It will be impossible for us to attend your convention and we do not know any other grocer of Santa Ana who will be in Oakland at that time. It is a pity the grocers of California cannot take a leaf from the book of Messrs. Herrin, Ruef and Parker. They get what they go after regardless of all obstacles.

"During the short life of our Grocers Association here, one great drawback was the fear of the price cutters who would not join themselves and who advertised those that did belong as members of the "Grocers' Trust." It was only a short time, until the members were denying their affiliation and taking care not to be seen at the meetings and hence the death of our association."

HOPEFUL FOR RESULTS.

Chas. J. Poppe, Glen Ellen.—"I am sorry that I will not be able to attend the meeting at Oakland but enclose the address of a neighbor who may be able to go."

L. & S. Seligman, Diuaba. "While we will not be able to attend the convention we hope to see it adopt plans to circumvent box car peddler dead beats and prevent wholesalers from retailing."

B. W. & T. Co., Lodi.—"We cannot be represented at Oakland but hope the convention will be able to cover the following questions: (a) Uniform prices, (b) labor, (c) wholesalers."

H. D. Ballin, Reedley. "The nearest association is at Fresno. We need one in this town very badly. I don't think I can attend the convention, but hope the deleagtes will take steps to stop the wholesalers from selling to our customers. I am in favor of uniting in order that a profit can be secured."

Beck Bros., Oil Center. "I would like very much to attend the convention at Oakland but fear I cannot. We need an association here. We are interested most in collecting bad debts and securing better profits. Count me in on any proposition for the general good."

The A. Brown Co., Kernville. "The convention should fix upon some plan to stop wholesalers from selling to

(Continued to page 16.)

THE FACT THAT MAPLEINE



Is sold in concentrated form, allowing the consumer to make her own syrup, makes a strong selling talk; for it is absolutely free from adulteration. Besides, your percentage of profit is greater than on Maple syrup sales. Mapleine produces a syrup BETTER than Maple.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA

San Francisco—The firm of J. W. Thorp & Co., pie manufacturers, filed a petition in bankruptcy Sept. 9th. Their liabilities are $8,133 with no assets.

San Francisco.—Stewart Bros. have removed from Fillmore and Geary sts. to their new store on Sutter near Fillmore.

Berkeley, Aug. 28th.—Sill's grocery was threatened by fire, but owing to the promptness of the fire department no great damage was done.

Stent, Aug. 31st.— Fire destroyed nearly all of the business portion in less than an hours time. The losses approximate as follows: Jacobs & Barrett, building and merchandise; J. Bauman, building and merchandise; Frank Fenetti, stock total loss and William Sweeney building and merchandise.

Los Angeles.—J. Gavagan has purchased W. J. Lawson's grocery at 33rd and Grant Ave.

Laton, Sept. 1st.—A disasterous fire involving the loss of $30,000 occurred last night. The store of J. J. Foun & Co., sustained a total loss of $15,000 in general merchandise.

San Francisco.—C. A. Hubrick has started a grocery at 301 Devisadero street. Mr. Hubrick was formerly in the liquor business.

San Francisco.—Stager Bros. have started a grocery at Haight and Masonic Ave. They were formerly in business at 101 Oak street.

San Francisco.—John Sheanan has opened a grocery store at 26th and Bartlett streets.

OREGON.

Dayton.—Litschor & Detmering have opened a grocery.

Banks.—W. A. Atler has started a general store.

Drain.—C. E. Loss & Co., wholesalers, have completed their new warehouse.

Adel.—The Warner Valley Mercantile Co., has increased its capital stock to $15,000, and the company will absorb the general merchandise business of J. A. Morris, at Plush.

Merlin.—Wetlwax & Thompson have purchased J. C. McConnell's general store.

Philomath.—Mr. McConnell will open a grocery store shortly.

Athena.—H. O. Worthington has purchased his partner's half interest in Worthington & Thompson's grocery and will continue the business.

Portland.—Mrs. A. J. Buchanan has sold her grocery to C. W. Michael.

Portland.—Ogden & Rogers, grocers have dissolved. Mr. Ogden continuing.

Portland.—O. Hinnekamp has sold his grocery to C. H. Duncan.

WASHINGTON.

Highland.—H. W. Door has traded land in Alberta for $3,000 general stock of T. W. Mortimer, and continues the business in partnership with a Mr. Martin.

Colfax.—E. H. Hinchliff, of the Whitman Mercantile Co., dropped dead at his home.

Rosalia.—T. F. Prichard, grocer, is moving into new quarters in the K. P. brick block.

Seattle.—The David Bain Co., grocers have incorporated.

Newport.—Thos. Judge has succeeded Mr. McDonald as manager of the Northern Mercantile Co's general store, the latter having purchased the general merchandise of F. J. Mercantile Co's general store at Newport.

Oakesdale.—E. P. Manor & Sons, general merchants, are closing out business.

Everett.—George Wilson, has purchased H. J. Brown's grocery.

Enston.—Johnson Bros., general merchants, are erecting an addition to their store building.

Highland.—H. W. Door has purchased T. W. Mortimer's general store.

Aberdeen.—Gabrielson & Holmer, grocers, occupied their fine new store building this week.

Tacoma.—O. C. Fenton reported closing out.

Tacoma.—The grocery firm of Shau & Bare have dissolved partnership, Mr. Shau continuing the business.

IDAHO.

Troy.—D. T. Wood, general merchant, reported burned out. Loss $9,000 with no insurance.

Lewiston.—Fire, Sept. 2nd, burned the grocery store of Hinkle & Brown. They were insured for a small amount.

Hansen.—W. N. Rose has opened a general store.

BRITISH COLUMBIA.

Grand Forks.—Lawson, Baker & Gee have opened a general store.

Sandon.—H. J. Gardiner has succeeded Mrs. E. D. Peebles general store.

IN THEIR NEW HOME.

Spokane, Wash. Aug. 25th.—Booth-McClintock Co., wholesale grocers, are in their new building at Stevens St. and Railroad Ave. The building is of brick 200x73 feet with two stories and a basement. The total flooring is 34,000 square feet. Mr. Booth retired from the business some time ago. The officers at the present time are as follows: R. O. Mc Clintock, president and manager; H. D. Trunkey, vice president and treasurer; S. S. McClintock, secretary. These, together with D. P. Jenkins and J. B. Meckin, constitute the trustees. The capital stock is $250,000, paid up.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

MR. BIBO'S POSITION.

Reviews The Action of Certain Sore Heads and Explains Relief Committee Matters.

Mr. Nathan Bibo was the senior partner of the important grocery firm of the Bibo, Newman Co. This concern had insurance in 21 different companies. This fact will enable the reader to understand something of the importance of the business they did.

Owing to the fact that a very large proportion of their outstanding accounts were uncollectable owing to the disaster of April 18th, the firm of Bibo, Newman Co. turned over all of its insurance policies to the creditors of the firm. By so doing they supplied their creditors with assets that, at their face value, exceeded the liabilities by $18,000 since the insurance not only covered the stock but the beautiful and expensive shelving and show cases and other fixtures.

Mr. Bibo is still treasurer of the firm of Bibo, Newman Co. which has resumed business on Sutter Street near Van Ness.

He has transferred his activity from the retail business, however, and is devoting his energies to advancing the interests of the Sam Bibo Company who are wholesale dealers in high class grocery specialties.

Mr. Bibo will retire from the presidency of the Associated Retail Grocers at the end of the fiscal year. But before doing so, he wishes to have his connection with the grocers of San Francisco clearly understood and to effect this purpose has sent to the "Advocate" the following letter.

In reading this letter, the grocers of the state and of the United States should bear in mind Mr. Bibo's high standing among the grocers of San Francisco and also the high standing of the grocers with whom he is now affiliated in the Associated Retail Grocers.

San Francisco, Sept. 12, 1906

Aaron H. Powers, Editor Advocate.

Dear Sir: Patience is a virtue, which every groceryman to be successful must cultivate, but there is a limit to everything.

I have purposely ignored the many attacks made upon some of the members of the Associated Retail Grocers, particularly upon my good friends Messrs. Doyle and Connolly and myself. I trusted to the good sense of J. Salomon and F. Krueger, the executive officers of the S. F. Retail Grocers to see their own folly.

As these two gentlemen, however, have acted and seem to be acting like **chronic soreheads**, I desire to make my position in this matter clear before I retire from the honorable position of the first Presidency of the Associated Retail Grocers of this city. I assure you that I have tried to indicate my appreciation of the honor conferred upon me by faithful devotion to the performance of the many duties which these unlucky and trying times, and the circumstances arising therefrom, brought before me.

Chosen as President

Let me explain in the first place that about a year ago I was invited to assist in creating a new association of Grocers, whose object should be to promote the interest of that portion of

(Continued to page 12.)

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS.

Alpine gives the Dealer a Profit. It pays you to handle it.

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.

Temporary Office

22 Stenart St., San Francisco Factory: HOLLISTER, CAL.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco

1020 K STREET, SACRAMENTO

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

PREPARE FOR CONVENTION

Alameda County Planning To Entertain Many Delegates.

Oakland, Sept., 11, 1906.

Editor Retail Grocers' Advocate, City:

Dear Sir: The all absorbing topic with the Alameda County Grocers, at the present time is the coming State Convention, which is to be held in this City, September 24th and 25th.

At a recent meeting of the Committee on Arrangements the following Reception Committee was appointed:

Geo. Hoffman, Chairman, C. H. Alden, Fred Koerber, H. K. Duncan, F. G. Eiben, J. L. Woodworth, G. Tum Suden, H. D. Cushing, John Mitchell, H. Hauch, L. Warnke, A. J. Nor, G. W. Miller, Geo. Ressiguie, J. E. Frazier and A. Sutherland.

A handsome badge has been adopted —color a deep orange, lettered in black as follows: "**RECEPTION COMMITTEE**"—California R. G. & M. Association., **OAKLAND —7th ANNUAL CONVENTION** September 24th and 25th, 1905."

Grocery Notes.

Labor Day, all the prominent grocers of Oakland closed their stores all day, and many of their clerks and office force seized the opportunity to make a two day's trip to the country.

The W. B. Thomas Co. have a large force invoicing their store preparitory to consumating the sale of their business to Mr. Fred S. Wayne. Mr. Wayne is an old time merchant from the Northern part of the State and expects to conduct one of the most up-to-date stores in the County. He has associated with Messrs. Young and Wheeler, who are thorough grocery men, and the new firm certainly starts with every likelyhood of success.

Mr. Richard Beebe, a popular grocery clerk with Cummings & Woodworth, has left for a month's hunting trip in the Northern part of the State.

Mr. Morrison, the well-known manager for Gardiner-Mitchell, lately returned from a short visit at Lake Tahoe.

Mr. Chas. Hadlen of West Berkeley is very busy these days looking after business interests in San Francisco.

Wells Fargo Express Co. has taken up the complaint from members of our Association, regarding broken eggs in shipments made through them and the service is now reported much improved.

CIGARS AND TOBACCO.

The A. Coolot Co. are on the lookout for larger quarters.

M. Blaskower has opened a well appointed store on Van Ness, between Geary and Post streets, for the conduct of his extensive wholesale and retail trade.

The H. L. Polack Cigar Company has been doing business since the fire in a temporary stand on Golden Gate ave., near Buchanan street, but is now looking for a permanent location in order that more attention can be paid to the distribution of the El Modelo and Corina clear Havana cigars.

Ehrman Bros. & Co. expect to have their new home in the old wholesale district ready for occupancy in three or four months. In the mean time they are successfully handling their trade, which is steadily growing, in their temporary quarters at Steiner and Ellis streets.

A New York State law which has just gone into effect, prohibits the sale of tobacco, or its delivery to minor children under 16 years of age. This law refers to cigars, cigarettes, or tobacco in any form, and applies even when children are simply acting as messengers for parents or others.

Sam H. Harris, president of the Khedivial Co. reports that the business of his concern has nearly doubled that of corresponding months of last year. In fact the factory has been running at its fullest capacity for many weeks. Big gains have been made in the Middle West and in New York State where the opposition of the Tobacco Trust has been the strongest.—Tobacco.

A leading cigar manufacture recently returned from Cuba says of the leaf tobacco situation there: "The situation is grave in the extreme and a real famine in Havana tobacco is well within the probabilities. While the seeds of revolt exist all over the islands, the disorders are at their worst right in the Vuelto Abajo and Partido sections; and here no tobacco will be planted unless the revolution is absolutely quelled within thirty days. Whether this can be accomplished is a matter of grave doubt."

Cincinnati seems likely to be in the throes of a general cigar makers strike, for the local union has held a meeting and decided to demand higher wages. They are now awaiting the referendum vote of other local unions throughout the United States and the unanimous consent of the international officers before giving official notice to the Cincinnati manufacturers.

There was a decided increase in all the manufactured products of tobacco except little cigars for the month of July and the seven months ending July 31, 1906. The total number of cigars manufactured during the month of July 1906, was 616,052,121, an increase of 35,096,379, over the corresponding month a year ago. For the seven months of the calendar year ending July 31, 1906, there were manufactured 4,128,160,040 cigars, an increase of 232,897,281 over the output for the same period ending July 31, 1905.

The Tobacco Trust has begun injunction proceedings against E. A. Kline & Co., makers of El Symphonie, Rigoletto and other favorite brands of cigare with factories at Havana, Tampa and New York. Papers praying for a temporary injunction restraining E. A. Kline & Co. from further use of the red oval brand, bearing a fac simile of the firm's signature upon its various brands of five cent Panatela cigars, packed under several different labels, including La Distinguedad, Charles Coghlan, Cartwright, La Vuletta and others, on the ground that if continued it would ruin the business of the Trust on its Bock Panatela brand of imported cigars.

PRICES MAY ADVANCE.

The conditions in the industry, so far as they apply merely to the pockets of the cigar manufacturer and leaf dealer, will, of course, be a matter of indifference to the average retailer, but as things look at present it seems almost inevitable that ultimately he must be directly affected. All indications point to still further increases in the cost of production. It is not conceivable that manufacturers will stand by and see their profits swept away altogether, and the only solution seems to be an advance in prices. How this is to be accomplished is not at presend evident, but it is a fact that all over New England cigar manufacturers have increased their prices, though against the violent protest of their retail customers. In New York city, too, it is understood that the price of one well-known clear Havana brand has been sharply advanced, and while manufacturers in general declare that for them any such change, however needed, is as yet out of the question, there is reason to believe that they will be forced to this course in the end. Should such be the case, the problem that will confront the retailer will be an even more serious one, that of raising his prices to his customers, a problem that will require real courage to tackle and positive genius to solve.—U. S. Tobacco Journal.

THE ADVOCATE A NECESSITY

Winnemucca, Nev., Aug. 31.

A. H. Powers, Ed. Grocers' Advocate,

Dear Sir: We beg to hand you herewith check for $2 for one years subscription to your valuable paper. Your paper has been a necessity to us and we assure you that every issue of it is thoroughly read through by us.

Very very truly,

E. REINHART & CO.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.
First Vice-President, Geo. B. Doyle.
Second Vice-President, J. S. Irvine.
Treasurer, J. F. Schomer.
Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.
Secretary, Frank B. Connolly.

BULLETIN OF PROGRESS

The California Promotion Committee Issued the Following Under Date of August 31st,

The advance made by San Francisco during the month of Augugst has been phenomenal in many ways, but in none more so than in building . Construction has been surprising, and its wonderful progress has been shared by commerce, as evidenced by the enormous bank clearings.

According to the best estimates available the population of San Francisco is now 370,000. A considerable increase may be looked for in September, as many dwelling houses are being erected which will be ready for occupancy then.

Travel on transcontinental roads continue to be above normal for westbound and normal for eastbound. Reports from eastern points indicate that colonist rates will bring many thousand people to the coast.

During the closing week of August the record of import duties for the port of San Francisco was broken, and the enormous sum of a quarter of a million dollars was received in one day. The estimated receipts for the month are, $1,500,000, being the largest in the history of the port.

The labor supply shows some improvement, but there is still an enormous demand in the building trades and for ordinary laborers in the city, while in the State there is a great demand for farm laborers of all classes. Many thousand people could find employment at high wages at once in California.

Reports from Santa Rosa indicate rapid progress towards rehabilitation. All the debris was removed within three weeks of the disaster and building operations are well advanced.

Reports from all interior cities show great gains in business in all lines over all previous years. Financial institutions report good business and plenty of funds. Los Angeles and San Diego report great prosperity in all lines.

The following summary shows conditions in San Francisco:

August building permits issued 1,176. Value $6,333,363.

Real Estate transfers recorded, 1,075
Building contracts recorded, 170. Value $1,429, 114.

Bank clearings, $180,844,594.73. For August 1905, $155,841,918.86. Per cent increase 16.

Tonnage of port of San Francisco 157,370.

Permanent buildings under construction, 711.

Value of buildings on which work is being done, $50,000,000.

Number of men doing construction work 30,000.

Average number of cars of debris removed daily 125.

CARE FOR THE HORSE

How many drivers think of the sufferings of their horses during the hot days of summer ?

How many business men give personal attention to the manner that their teams are used?

It is business sense as well as charity and kindness for owners and drivers of horses to take every care of them during the hot weather.

Few men would care to work out in the sun all day with their heads uncovered. Why should a horse be required to do so ? It is well that some covering be arranged for the horses heads.

It is a good idea to now and then when it can be done to bathe the head and neck with cold water.

Be careful in driving.

Have the checkrein loosened, and when there is a rough place on the road, or a hill, to climb, go slow.

See that the horse has necessary drink, and proper feed.

It pays from a financial point of view, and the animal appreciates it, tho it cannot express its satisfaction in words.

COTTOLENE PROTECTED

Retailers Profits Insured by Action of the H. K. Fairbank Co.

Retail grocers all over California have been receiving notice of the **minimum** retail selling price of "Cottolene" with a warning not to violate the same.

NOTE WELL—Every retailer should help the H. K. Fairbank Co. in its endeavor to protect the profits of the retail trade. If a competitor cuts the price, do not meet the cut but notify State Secretary Frank B. Connolly **without delay.** He will see that the manufacturer does the rest.

In their letter to the trade, the Fairbank Company outline their position as follows:

Chicago, August 28, 1906

TO THE TRADE OF CALIFORNIA:—

Please take notice that the following minimum retail selling prices of Cottolene on the Pacific Coast have been fixed and established by us, effective Sept. 1st, 1906, namely:

Small size pails	**.30**
Medium size pales	**.60**
Large size pails	**1.35**

We desire it to be clearly understood, therefore, that any Cottolene that you may hereafter purchase from us or our representatives will be sold to you only on the condition, as a part of the consideration of the sale ,that if retailed by you the prices obtained shall not be less than those above mentioned for the respective sizes, and if sold by you at wholesale, the purchase shall be bound by the same condition, notice of which will in the future be affixed to each box.

Cottolene is a proprietary article, which has been established in popular favor through a large expenditure of money, effort and time. The interests involved are **too important to be jeopardized by indiscriminate price-cutting,** and it is our purpose to make use of all available means to enforce the maintainance of the above mentioned minimum prices. **The interests of the entire trade are in this case identical with ours,** and we shall rely upon you not to sell Cottolen by the pail or cause it to be sold, at less than the retail prices specified. Yours truly,

THE N. K. FAIRBANK CO.

To further strengthen their position, the company pasts on each box a glaring red label bearing in big white letters the following:

NOTICE

The pails of **COTTOLENE** contained in this box are sold on the condition, which is made a part of the consideration of the sale, that the purchaser, if he retail them will charge not less than the prices below mentioned for the respective sizes, (small, medium or large) and if he wholesale them will sell subject always to the same conditions.

The acceptance of these goods is sufficient acknowledgement that the purchaser (wholesale or retail) understands and agrees to comply with this condition.

The lowest retail prices for **COTTOLENE** are:

Small size	**.30 each**
Medium size	**.60 each**
Large size	**1.35 each**

and **COTTOLENE** must not under any circumstances be sold at lower rates.

THE N. K. FAIRBANK COMPANY

MR. BIBO'S POSITION.

(Continued from page 9.)

the grocery trade which had no bars in their stores. There were many abuses pointed out to me. We promised to remove the causes that resulted in failure, so often, for the grocer who carried on his business on straight forward and legitimate principles.

This organization decided that no grocer who had a saloon or bar attached to his business should be eligible to membership. Not because he was not as good as anybody else, but because experience had taught the lesson that liquor interests, interfered too much with the interests and special attention which should be given to the betterment of conditions of the grocery trade.

After due consideration I was perfectly convinced that there was opportunity for great good to be done and I took a good deal of interest in the formation of the Associated Retail Grocers. Later on, I had the honor of being elected its first president.

The organiation started with 17 of the best firms and representing a large buying power in this city. This little band increased to 47 firms before the disasterous days of April 18th and 19th.

Praises Association Workers

In all my dealings with them, either officially or privately, I found Messrs. Connolly, Doyle and Powers perfect gentlemen. They have devoted much valuable business time to our joint efforts to do good and have worked hard for the common interest of our Association and to carry out the purposes for which it was organized.

I recognize particularly the efforts of Mr. Connolly as a straight forward, courteous and efficient young man. He has been giving his time and attention to the duties of secretary and performed good work for which he never received any remuneration, except the satisfaction of feeling that his work was well done.

I wish also to mention here Mr. Powers, editor of the "Advocate." This gentleman has done everything at his command to help us in defending the rights of the grocers and merchants before the Relief Committee. The Board of Directors of the Associated Retail Grocers is indebted to him for many favors.

My friend, Mr. Doyle, is a most valuable member to the Associated Retail Grocers. He has studied closely the wants and needs of the grocery trade and is prepared to back up his conviction of what is right by all the influence of a quick mentality and a large purchasing power.

Puzzled by Soreheads.

I cannot understand what well founded sore feelings or grievances Mr. Fred Krueger can have against these three gentlemen. They had been members of the S. F. Retail Grocers of which he is secretary and Mr. J. Salomon the president. They found it was not in their interest to continue to belong to that organization. They were followed by a number of grocers who had also belonged to the same. But this is no excuse for the continued abuse of Messrs. Salomon and Krueger.

I understand also that the Retail Grocers had refused to pay the dues which they owed to the State Organization. This also was partly the cause, why a number of grocery firms retired from the said organization of which Mr. J. Salomon is president and Mr. Fred Krueger is secretary.

The Associated Retail Grocers at the time of their organization joined the State and National Associations and became a part thereof. Is this the reason why Mr. Krueger feels sore?

Care of Relief Funds.

Why are Mr. Krueger and Mr. Salomon complaining about not receiving part of the funds which have been sent by Grocery Associations of Eastern cities—all belonging to the National organization of Grocers?

These funds were sent to either Mr. J. A. Stolz, a member of our association or to Mr. Connolly our secretary. They were duly turned in to the treasury of our association.

However, to act fair to any and all grocers in need of help, a general call for a meeting was issued to every grocer of this city. Every grocer present at that meeting, at which I had the honor to preside, was appointed on the Grocers Relief Committee irrespective of whether a member of our association or not, to disburse this money judiciously. It was decided to request all grocers who had claims or were in need, to report to the members of this committee and the attorney of our association should give his advice free to any applicant, to present his claim or claims and the attorney fees or expense incidental should be paid from the funds received.

I was appointed President of the Grocers Relief Committee. I leave it to the many grocers and other merchants who have repeatedly, day after day and for weeks, had my time at their disposal, if my duties were not faithfully performed, although there was no pay for my services. I wish also to call your attention to the time I have publicly devoted to the adjust-

(Continued to page 25.)

KELLY-CLARKE CO.

23 Market St., San Francisco

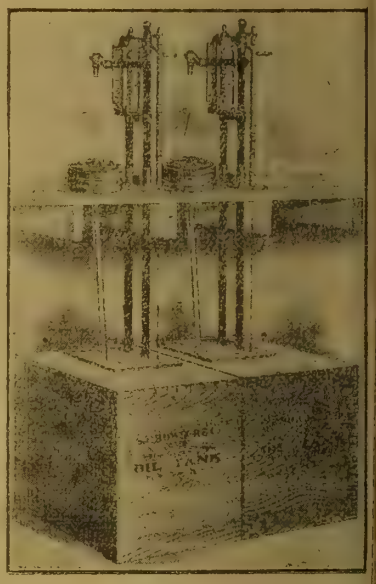
Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can,—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.

One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.



Cut. No. 35

Cellar Outfit for Two Kinds of Oil

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

Send for Catalogue

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Rol-Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS

Sapolio.....10c, 3 for 25c

Interest Young Men.

If you do business in a town, offer the use of a good livery team, with a two seated rig, for one afternoon to purchasers of $25 worth of goods in any one week.

Grocers in a town where there are trolley cars might arrange trolley rides for their customers with good success.

GETTING AT THE EXPENSE

Things the Dealer Must Figure To Learn What Goods Really Cost

"So —— —— has gone to the wall; closed up for a time last week and was then given another chance to act as agent for the jobbers who really own his stock and who permit him to earn a clerk's wages by selling it out for them. He will pay about 30 cents on the dollar," says Inland Grocer.

The forgoing bit of news was given by a well-known manufacturers' agent in the office of the Inland Grocer this week. It created some little surprise, inasmuch as the retailer named had cut something of a dash in business in his neighborhood. Answering a question as to the reason of his trouble, the visitor said he did not know how to figure profits.

Expense Not Covered.

In the first place," said the visitor "I fail to find in his bookkeeping department anything from which one could accurately figure his expense of doing business. He told me that he thought it cost him 10 per cent. He added 10 per cent—figured on the cost, mind—to the cost of the goods and then added 5 per cent of the cost to that to find his selling price. Naturally he sold goods for less than the combined cost and expense.

"I have found numerous cases right in this city of retailers who sold say $20,000 worth of goods per year at an expense of $5,000. In many cases the goods cost $16,000 and every mother's son of them was losing a thousand dollars a year while working under a belief that he was making a profit.

Mistaken In Figuring.

"It is not a new thing as a matter of argument, but it comes so often that you will find retailers, yes, and some wholesalers, too, who keep an expense account, figure their expenses of doing business upon the amount of the sales. find the percentage and add that same percentage to the cost of the goods, figuring everything above that for profit.

Look how absurd that would be.

You sell $100 worth of goods; it costs you $15 to sell them. The original cost of the goods was, say $75. Now if you try to cover your expense by adding 15 per cent of $75 how much do you get ?"

"Eleven dollars and seventy-five cents," was the answer.

"Exactly," was the response. "But you have already seen that it costs the merchant $15 to sell the goods. By miscalculation he is out $3.75.

Must Know What Expense Is

"That is bad enough, but it is not the worst. In this case, and I regret to say in a great many others, the merchant does not know what his expense is. He cannot intelligently figure either the selling value of his goods or the amount of profits which he may have made unless he keeps a neat and accurate expense account.

If he has that and also a common record of sales he will not be long in learning exactly what his expense is and what percentage it bears to the sales.

When, however, he comes to add his percentage figures to the cost of goods another pitfall awaits him.

Finding the Real Cost

If the sales of each $100 worth of goods cost the merchant $15 and he figures a 5 per cent profit in addition, he must figure upon 20 per cent advance over cost.

He will not reach this, however, by taking 20 per cent of the cost and adding it to cost price in order to find the selling price. Instead of that, he must treat the cost as 80 per cent of the whole.

"Do you see the difference ?

"If he tried to find the selling price by adding 20 per cent to the $75, he would simply add $15 which make the selling price $90. If, however, he follows the other method of treating the $75 as being 80 per cent of the selling price he would find that the selling price would be $93. 75.

Cost of Doing Business.

There is, of course, quite a difference in the cost of doing business in different stores. I do not believe that there is a retail grocer in any of the large cities who can do business at so low a cost as 10 per cent. The majority run up to 15 and even as high as 24 per cent.

"A man, who, with his wife, runs a store, perhaps employing his son as a delivery boy can, of course, do business at lower expense than can one who employes help and pays himself a salary the same as he pays his other help. The grocer whose family run the store ought perhaps to credit each one of them with a salary which would tend to make percentages more equal. In few of the small stores will you find any allowance made for earnings of members of the family."

SOME NEW ADDRESSES

The office of R. A. Holcombe & Co., merchandise brokers, is now 50 Clay Street. Their Phone number is Temp. 2441. This firm are the agents for the X-Ray Stove Polish which has made such a success in this market.

The Griffith-Durney Co. are now located at 208 Battery Street.

The F. F. Hobbs Company are located at No. 26 Stuart street.

M. H. Turner, the canned goods broker, is located at the southwest corner of Market and Steuart streets.

The Mohns-Frese Commercial Company are now located at No. 628 Montgomery street.

Castle Brothers have removed from 2402 Steiner street to 1444 O'Farrell street.

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Oakland.

Monday and Tuesday.

Date, September 24th-25th.

State Grocers Convention. Be there.

Look before you buy.

Cheap goods are poor goods.

Be considerate of your help.

Keep the flies out of the store.

Be prompt in getting out orders.

The dull time is the time to push.

Freshness is quality's running mate.

Get the old things ready for bargain sales.

Push the goods protected by agreements.

Collect closely and never allow big balances.

This year's crop of pecan nuts will be large.

Some men are born foolish and some run bills.

It costs more to sell poor goods than it does good.

Never be too busy to be considerate and courteous.

Push the goods that help to pay the rent and salaries.

Experience is our one clerk who never takes a vacation.

Make up a counter of the odds and ends and push the sale.

A good salesman in a grocery store is a jewel beyond price.

Men's good will is not the poorest capital a man can have.

This is a good season of the year to have an odds and ends sale.

Royal Baking Powder is half sold when it is put on the shelves.

Abraham Lincoln commenced life in a general store selling groceries.

California retailers make a good profit on flour through organization.

Its a good caution not to believe anything until you are very certain of it.

You are not prepared for the work of tomorrow until today's work is done.

Selling stale groceries often means stupidity; charging fresh prices is dishonesty.

"Some people are born with a backbone, some with a wishbone—which are you ?"

If you want better laws you will have to work with the State Grocers Association to get them.

Thanksgiving reunions for 1906 are assured; a big cranberry crop is on its way to meet the turkey.

You avoid disputes with customers over forgotten items if you have a McCaskey Account Register.

Cheap flour, beans, prunes, tea, and sugar are among the certainties and blessings in store during 1907.

Japanese canneries, it is stated, are shipping large quantities of sardines to America under French labels.

Dealers who sell "California Home Brand" Pickles, Vinegar, Catsup, etc., need not fear the Pure Food Law.

The first thing an insurance adjuster wants to see after a merchant has had a fire is his inventory. How about yours ?

A busy man naturally objects to a woman with a history, especially if she comes into his office and tries to sell it to him.

Grocers make a good profit on X-Ray Stove Polish and customers like it because it does its work so easily and there is so little waste.

Don't nurse a grievance. That makes it stronger. Send it to Secretary Connolly and let him take the poison out.

It is estimated that, despite the failure of the Southern crop and shortage in the Middle West, the entire pea pack this season will be more than 3,000,000 cases.

Attend the State Grocers Convention at Oakland, Monday and Tuesday, Sept. 24th and 25th and learn how you can get the other grocers of the State to work with you.

Beef products to the value of $3,156,687 were exported from the United States during June, against $3,190,620 during June 1905. Exports of canned and cured beef show a decrease of about 43 per cent. Fresh beef and tallow show a gain of about 16 per cent.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.

JOHN H. SPOHN, Agents, San Francisco, Cal.

NAPA VALLEY FRUITS CANNED

BY

Foster Bros. Co.

NAPA, CALIFORNIA.

The upward trend and the wild prices which surprised the trade in the opening of the season have now assumed a safe basis for business.

Our **Crawford Peaches** soon vanished. **Clings** show up well. We've a splendid **Pear Pack. Apples** are selling briskly. All the world knows our crop is a heavy one, while the Eastern is a bare average.

Tomatoes are now a feature of the trade. Blights in some sections and drought and floods in others will keep prices firm and bring good call for our own growths.



Now that the pure food proposition is emphasized, packers are combating the vagaries of unprincipled traders, and our packs are in greater demand than ever. Our reputation has vibrated through the East. Even from London, remote Denmark and Alaska have come orders for own home growths, so greatly are they in favor. There's great talk for **gallons** today.

CHIEF SOLANO BRAND

TAKE CAREFUL INVENTORY

Inventory time will be with us in another three months, and the Trade Journal takes the opportunity now to urge retail merchants to pay more attention to this important duty. In the first place it is demanded by the insurance companies, and in the second place it should be carried to careful completion for the merchant's own benefit. The merchant should know at all times just how his business is going, and, once a year at least, and twice a year if he can give the time to the work, he should make a careful inventory so that he will know to the cent how much goods he has on hand and its present market value.

Failure to inventory goods and to know where he stands is given by the leading commercial agencies of the country as one of the reasons why merchants fail in business. They do know where they stand and contract not indebtedness that they should not make or else fail to develop their business as fast as they should, and are beaten by more alert competition.

Many merchants make a perfunctory inventory of their goods once a year, and, after they have listed things in a half-hearted way, fail to carry out the work, to reduce the inventory to totals and combinations of stock units. This is almost as bad as no inventory at all, although it will be allowed by the insurance companies, who make up their own tables from the report, and draw their own conclusions as to the capability of the merchant.

Another class of merchants leave the work of inventorying, or its supervision, at least, to their clerks. This is bad policy. The clerk, no matter how good a clerk, does not have the interest of the business at heart as does the employer, and he cannot get as close to the real value of old goods as the merchant.

A careful inventory should be taken. It should be extended to its natural finality, and it should be taken or supervised by the merchant himself.

REMARKABLE ENTERPRISE

A direct telephone has been laid across the bay for the California Fruit Canners' Association from their San Francisco office in the Kohl Building to their main offices at First and Myrtle streets in Oakland. This enables them to secure immediate communication. The phone number is Oakland 7333. Permanent San Francisco offices are being constructed at California and Market streets on the North side.

MR. BIBO'S POSITION.

(Continued from page 7.)

consumers. I will not be able to attend."

Richmond & Buchanan, Newark.—"I will not be able to attend your convention. I hope you will be able to so plan that there will be an association in every community. We have none here now."

A. D. Jordan, San Diego,—"While I will not be able to attend the State Convention, I hope to see it make the laws more stringent that will help us reach the dead beat."

Hinch Salmon & Walsh Co., Eureka—"The convention should devote special attention to the Insolvency law and the Pure Food Laws."

Valley Product Co., Hayfork.—"The State Convention should plan particularly to help for organizations in every town in the State making county organizations where the towns are small. Our town needs an association. I will not be able to attend the convention but will urge one of our neighbor merchants to go."

Barum & Barum, Dinuba.—"We would like very much to attend your convention but cannot see our way clear at this season to do so. It would undoubtedly be of great benefit to us. We hope the meeting will consider: Better railroad service, wholesalers selling to consumers, catalogue houses."

Pepperwood, Humbolt Co.; Geo. R. R. Young.—"We need an association in Eureka to co-operate with the State grocers. I regret that I will not be able to attend the Convention at Oakland."

Sivley Bros., Oakdale.—"An association is needed here. I will not be able to attend the State meeting but would suggest that either Hughes Bros. or Gray Bros. might."



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $9.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

FRESH STOCK OF

NUTRITO

Just Arrived

Rochdale Wholesale Company

Distributing Agents

THIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company

Formerly 117 Battery St.

San Francisco

TEMPORARY LOCATION

Seventh and Franklin Sts. Oakland

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increaseed sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Locally, no change.

New York, N. Y., Sept. 12th.—Raw sugar has advanced during the week and is now quoted at 4 1-16-4 1-8c for 96 deg. centrifugals.

New York, N. Y., Aug. 28th.—M. G. Wanzor & Co. report:

"The refiners have been anxious to get hold of all the raw sugar obtainable. Cubas crop is now past history. Reports from Cuba state that the field work on the new crop is being neglected in many districts. All Java sugars have been taken in the Far East so that our refiners have been unable to get their usual quantity from that source. As long as prices remain normal as they are to-day, a good consumption will continue and raws will remain strong."

Havana, Cuba.—U. S. Consul Frank Steinhart reports that the sugar crop for the 1905-06 season was 27,571 tons larger than that of the preceeding season.

TEA

New York, N. Y. Aug. 28th.—J. B. Brown & Co. report:

"Japans.—Advices dated at Kobe and Yokohama on August 9, 1906, state that no material change is to be noticed in the tea market. The better quality of the second pickings was sold at full prices. More or less of the second pickings is somewhat unsatisfactory both as to cup quality and style. Really choice teas are scarce and prices seem unusually high. Tea dust is in strong demand; prices have advanced steadily since the opening of the season and stocks of this class of merchandise are exhausted. The market price in Japan for Japan dust is higher than the rates at which the same merchandise is selling for in America; this unusual advance in Japan tea dust is accounted for by the fact that Russian buyers have contracted for most of the output of the season at extreme prices. If these reports are substantiated, Japan tea dust will sell in America by Jan. 1st for from 13c to 15c. The entire summer pickings have been marked at steady prices.

An advance has occurred in cargo grade which would make them cost 17c delivered in America.

Flowery Pekoes.— At present the stock on hand at Foochow consists mainly of undesirable teas.

Ceylone Blacks— Unusually large supplies were offered at Colombo during June and July. The quality of the leaf was more or less undesirable. Considering the inferior quality, good prices have been realized.

Congous.—First and second crops have been sold at Shanghai at prices about 20 per cent higher than ruling last year. The reopening of the Siberian Railroad for through freight to Moscow has strengthened the demand Teas for a price are wanted at Siberia especially by Chinese shippers, as they can at present be imported to Vladistok and sent over the greater part of Siberia free of duty. As shippers do not expect this privilege to continue very long, they are trying to make the most of it. English merchants are large buyers of Congous at the present from the New York market.

Foochow Congous.— Ruling prices have been so high as to discourage all but European buyers. Teas of this description are selling in America at very much lower rates than the same can be bought for at Foochow.

COFFEE.

New York, N. Y., Aug. 28th.—Volney Green & Son report:

"The market has ruled easier during the past week, and for the last two days options have been demoralized, which has led to an easier market for actual coffee. It is impossible to give an opinion regarding the future of the market that would be of any value.

"The mild coffee market is somewhat easier in sympathy with Brazils, with a very light demand."

New York, N. Y., Aug. 24th.—Henry Nordlinger Co. reports:

"It seems to be generally conceded that we shall have a large crop of Brazils to deal with during the current season, and, were it not for the possibilities of the Brazilian government's stepping in to relieve the situation on the lines of the valorization law, it is reasonable to conclude that we would by this time be standing on a lower basis of values. Whether or not the

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

CALENDARS

$2.50 to $10.00 per 100.

Reductions on Big Orders.

ALL SIZES
MANY DESIGNS

Samples at our Office



Phone West 3067.

1714 Webster St. San Francisco, Cal

Brazilian government would succeed in its endeavors to maintain the price will depend, in our judgment entirely upon the prospects for the succeeding 1907-08 crop."

RICE

New York, N.Y., Sept. 4th.—Dan Talmage's Sons Co. report:

"The demand for the week has been a trifle ahead of weekly average, present and last season. Receipts of New Crop are in fair volume, and mostly sold "to arrive", leaving no accumulation.

"Advices from the South note but little doing on the Atlantic Coast trade awaiting the arrival of New Crop. At New Orleans there has been an active demand, at full prices, although millers complain there is little or no margin between the high prices exacted by planters for Rough and the prices possible for Cleaned. Receipts are trifle ahead of last year and sales largely in excess of equal period, confirming the opinion that stocks in distributors hands were limited at the opening of New Crop.

"In the interior, Southwest Louisiana and Texas, the growing crop is nearing harvest, and planters' attention is being devoted to this important eature."

DRIED FRUTS.

J. K. Armsby Co. report under date of Aug. 15th:

Apricots—The crop in the State will not exceed 3,000 tons, as against six or seven times that quantity a year ago, nearly all of which have been purchased from the growers and a large proportion of them resold by the packers. Prices have ruled high, but the small quantity produced has been wanted by the trade, even at the extreme figures.

Apples—Apple-drying is far enough advanced to confirm the opinion expressed earlier in the season of a good crop, and it is confidently expected that lower prices must rule, owing to the fact that the trade in our product is restricted practically to the Pacific Coast this year because of the extremely large crop East and the consequent low prices for their product. The market to-day is 7 to 7½c per pound, but a reduction is predicted by those in the best position to know.

Peaches—The crop in the State is not a large one. Estimates vary anywhere from 10,000 to 16,000 tons. Possibly the former is too low and the latter too high, but, judging from the slight interest shown by the trade, it does not matter, however, for there will probably be plenty to go around. The market is steady and prices ruling from 8 to 9½c as to quality, with just about enough demand to absorb the offerings of the growers. Future developments are awaited with interest, as opinions among the backers as to the probable prices that will rule later vary greatly.

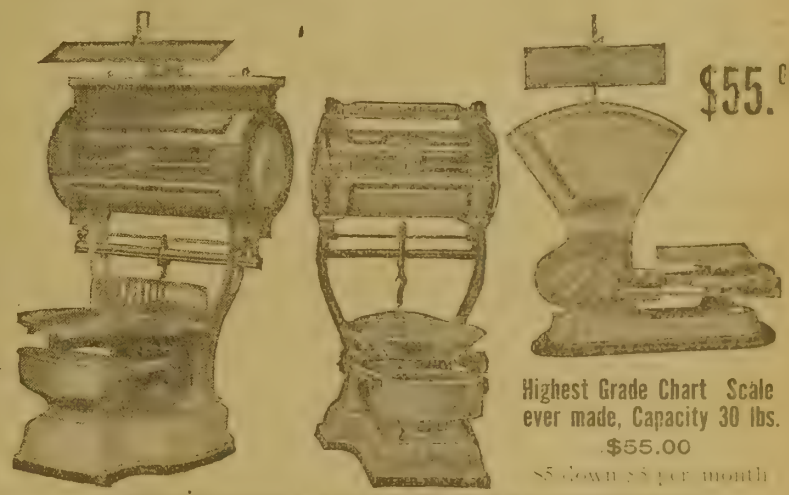
Prunes.—There is no doubt that the prune crop of this State this year will prove a record-breaker for tonage, provided no unfavorable weather rules during the curing season. It is believed that the crop in the State will exceed 200,000,000 pounds, in addition to a crop of Italian prunes in Oregon and Washington estimated at from 35,000,000 to 40,000,000. Future sales have been heavy, demand still continues good and prices have reached a point where they look good from the speculator's standpoint. A continuance of the present demand will, it is believed, take a good share of the early output before the crop is cured.

Raisins—The crop will be larger than last year by 10,000 to 15,000 tons, but owing to the low prices placed upon seeded goods by the manufacturer early in the season there has been the heaviest forward business ever known, and at to-day's prices the consumer is getting his seeded raisins at a figure heretofore unknown, with the [illegible] at such good prices as is the case this year.

PRUNES

San Jose, Calif. Sept. 5th. The San Jose Grange reports that the prune market is stronger than it has been for the past three weeks. Packers are offering 2½c basis which is being refused.

San Jose, Aug. 29th. The first car of this season's prunes was shipped today. Its destination was Minneapolis. The car contained 415 boxes.



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 870

1482 Market Street, San Francisco.

which ran as follows: 25 boxes, 40 to 50; 110 boxes, 50 to 60; 170 boxes, 60 to 70; 65 boxes, 70 to 80; 50 boxes, 80 to 90; 25 boxes, 90 to 100.

EVAPORATED APPLES.

Lockport, N. Y. Aug. 25th.—W. E. Shaeffer reports:

"The apple crop will ripen about two weeks earlier than usual. The quality is fine and the crop a good one."

Sodus Center, N. Y., Aug. 27th.—E. B.Mather reports:

"The market continues to decline in New York for future delivery. There has been a large amount of green apples sold to the evaporators at prices which will show them a heavy loss unless they can obtain more for their product than it is now quoted at."

IMPORTED DRIED FRUITS

New York, N. Y., Aug. 24th.—The Hills Bros. report:

Currants—"The first cargo of new crop leaves Patras on the 26th inst. The market in Greece is very strong. Late cables quote a higher basis. They state that the crop is not so large as first estimated. With light stocks throughout the country, the market must be considered as being in a very healthy condition.

Figs.—The first shipment of new crop will be made from Smyrna on August 25th.

Raisins.—Cables from Valencia state that the market has opened strong at prices equivalent to 9¼c C & F New York. This price must be considered as almost prohibitory. The crop is a very small one. It is possible that the demands of England and the Continent will hold the market above a high level."

IMPORTED CURRANTS.

New York, N. Y. Aug. 28th. — The Greek Current Co report:

"The past week has seen considerable hardening of prices on new currants as a result of the rains, which were quite general throughout the currant districts. Conservative estimates two weeks ago placed the difference between this year's and last year's crop at a shrinkage of from 10 to 15 per cent. The later estimates make it 15 per cent and possibly more."

HONEY.

New York, N. Y., Aug. 25th.—Hilbert & Segelken Co., report:

"New crop comb honey is beginning to arrive quite freely. It is sold at 15c for fancy white, 13 to 14c for No. 1 white and 12c for No. 2. Bees wax is firm at 30c.

BEANS.

Sacramento, Calif., Aug. 22nd. — Wood, Curtis & Co. report:

"The acreage in bayos is larger than that of last season, and pinks are shorter. The acreage in limas is increased. There is a good acreage planted to kidneys, cranberry, blackeye and other varieties, but few beans will be harvested until well towards the end of September, and not many then; most of them in October and the early part of November."

San Francisco, Aug. 21st.—Schulze-Hansen Co., report:

"Pink beans have advanced and we look for still further advances. The 1906 crop is going to be late owing to the unusual cold and wet weather which necessitated considerable replanting in the low lands. Large whites steady at quotations; crop will be less than last year. Small whites quiet; crop about as usual. Bayos declining; crop unusually large and much lower prices when the new crop arrives. Kidneys cleared up; new crop very light; expect good prices; 1905 crop Garbanzos about cleaned up; new crop large and we look for low prices. New crop of limas is looking very fine; we will have a large yield; spot limas declining."

Orion, Mich. Aug. 25th.—Geo. Swazey reports:

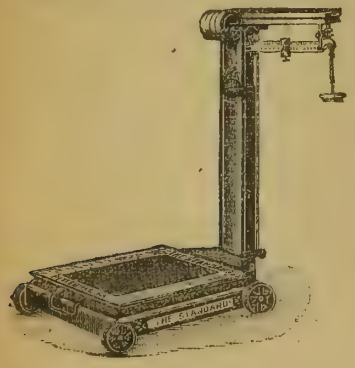
"We expect an average crop of beans. Owing to the rust, the yield will be decreased enough to off-set increase acreage."

CANNED FRUITS.

Short crops in some kinds, poor quality in others, scarcity of labor and poor transportation facilities, with seven canneries burned in San Francisco and two elsewhere later, all these have been factors in cutting down the pack of canned fruits and make pro rata deliveries a practical certainty. The California Fruit Canners Association announces that there is little or no probability of their naming any prices again this season as they have not more than enough stock remaining to fill out orders.

The Griffith-Durney Co. under date of Aug. 20th reports:

"We can truthfully say that in all our twenty-five years' experience we have never gone through four months of better times than we have since the



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2501 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer**, Trade Mark.

Best People On Earth

EAT

Best Prunes On Earth

FROM

Best Place On Earth

Los Gatos Cured Fruit Company

Growers and Packers

Fancy Santa Clara Valley Prunes

DIRECT
From Orchard where
GROWN
to the
DEALER

Los Gatos, California.

Write for prices. We guarantee satisfaction in every respect.
Give us a trial order.

We will sell it to you at the right price.

memorable 18th day of April. You haven't seen anybody dealing in canned goods who has been over-anxious to sell."

EASTERN CANNED PEACHES.

Baltimore, Md., Aug. 31st. — The "Trade" reports:

"The disappointment in peaches this year will be long remembered by the packers as California is not doing very largely in peaches nor apricots and the middle West and the Atlantic States sections have been a disappointment. There is almost a certainty of continued advance in peaches as the year wears on. The prices asked for raw stock are said to be so high that packers can scarcely afford to purchase."

Baltimore, Md., Aug. 25th.—Thos. J. Meehan Co. reports:

"Unavorable reports from the peach growing districts throughout this section of the country are more numerous than before. The weather continues very unfavorable and the Weather Bureau can promise no change for the better in the immediate future. Peaches deteriorate rapidly when waterlogged, and no human aid can stop it. Only a comparatively small proportion of the pack usually made up to the same date in previous seasons when the crop was not a failure, has been secured this season. Unless the latter varieties of fruit prove sufficiently plentiful to overcome the shortage, of which there is at present small encouragement, we shall have to record another small output."

CANNED TOMATOES.

Baltimore, Md. Aug. 31st. — The "Trade" reports:

"It is seriously calculated that there will not be sufficient of a tomato crop in this section to serve the demand. Owing to the rain, the fruit now coming in lacked the meat to yield the best quality of goods for packing. In Utah there has been no rain, but we received the first reports of frosts from that district.

"Sales have been made at 80c for spot goods in New York with bids at 77½c refused for old Standard 3's. Spot gallons are scarce."

Ogden, Utah, Aug. 22nd.—Canneries in Davis and Weber counties will commence canning tomatoes before the end of August. As crop stands, it presents one of the finest in the history of the canning industry of the state. It is expected that the tonange will be high on account of the profuse yield and the large size of the tomatoes.

Roanoke, Va., Aug. 21st. — Mutual Canning Company reports:

"Excessive rains in the past few weeks have caused very great damage to the tomatoes here. Packers are slow to sell until full extent of damage becomes apparent."

Aberdeen, Md. Aug. 25th. — Strasbaugh-Silver Co., report:

"It has been difficult to obtain satisfactory stock for packing on account of so many rains and the watery condition of the tomatoes. Some fair Standard tomatoes can be secured on a basis of 72½c for 3's. Strictly future Standard stock can not be obtained under 75c."

Baltimore, Md. Aug. 25th.—Thos. J. Meehan & Co. report:

"The tomato market continues firm. Jobbers seem to be gaining more confidence in the safety of the product."

Belx Air, Md. Aug. 25th.— W. E. Robinson & Co. report:

"Some packers report crops almost completely destroyed here. If we have an early frost we will look for canned tomatoes to go up like a skyrocket. If, on the other hand, we do not have a frost until about November 1 we look for more tomatoes to be packed in October than in September. We will say in this connection that on an average frost stops packing about the middle of October. If we have a normal season the price will probably be 75c."

CANNED CORN.

Baltimore, Md. Aug. 31st. — The "Trade" reports:

"Only about 50 per cent acreage was planted to sugar corn this year. With favorable weather, good results may yet be achieved with what there is. The best qualities of corn will be scarce."

Aberdeen, Md., Aug. 25th.—Strasbaugh-Silver Co. reports:—

"Short crop, irregular quality, some too old, other maturing fast under contrary weather conditions, all are helping to make up a pack of corn quality of which will be far from the class turned out during more favorable seasons. Fancy grades will be a rare exception. Some of the largest and best posted packers advise that it is absolutely impossible to expect qualities equal to previous years. The average yield per acre is from 25 to 40 per cent short in this section, especially for the Shoe Peg variety."

CANNED SALMON.

As the trade generally expected a price of $1 on red Alaska salmon, the price of 95c fixed by the association was considered very favorable. Reports from New York state that outside interests are refusing to make concessions to large buyers as they have hitherto done. Owing to the shortage in supply, the principal New York buyers have, it is said, been allotted only 100,000 cases as against 1,200,000 cases last year.

Portland, Ore., August 27th.—The "Telegram" reports:—

"The Columbia River salmon pack this season, while not quite up to expectations early in the season, is still quite satisfactory to canners, and is considered heavy enough to fill contracts and probably leave a comfortable margin. The pack is estimated at Astoria as follows:

McGowan & Sons, 2 canneries	10,000
Sanborn-Cutting Co.	1,000
Tallant-Grant Packing Co.	1,000
A. Booth Packing Co.	22,000
Meeker & Co.	5,000
Altoona Packing Company	12,500
Warren Packing Co., 2 canneries	21,500
Fishermen's Co-op. Pack. Co.	30,000
Seaborg	6,000
Seubert Bros.	8,000
Pillar Rock Packing Co.	12,500
Col. River Packers' Assn., 5 can.	78,000
Total	257,500

The estimated number of tierces of pickled salmon put up by each of the individual cold storage plants is as follows:

Fishermen's Co-op. Pack. Co.	1250
Tallant-Grant Packing Co.	500
S. Schmidt & Co.	850
J. Linderberger	850
Warren Packing Co.	175
Col. River Packers' Assn.	1500
Klevenhusen & Co.	300
Vendsyssel Packing Co.	550
Total	7,035

Seattle, Wash. Aug. 21st.—Ph. J. Brady & Co. reports:

Red Alaska.—There will be a good sized pack of these, and we think prices will be "about a dollar." Compared to competitive grades, there is nothing to prevent them from going much higher, as the trade will have to depend on these for their main supply of red fish, especially referring to talls, in lesser degree referring to any size. It is possible that the low price prevailed during the last year caused most of the accumulated stock of 1905 pack to be consumed, though we look for Red Alaska to be a little bit wobbly this fall, but an advance is bound to come. We think it will be here about the first of next April. As most of the Alaska pack is controlled by the San Francisco packers, it is possible some unnatural conditions may prevail, but we do not anticipate same, as the fire cleaned up the old stocks and we understand the insurance companies are paying up, so we believe it is only a question of time until Red Alaska climbs upward. We cannot help but notice how close cheap salmon is to Red Alaska, and it will have a tendency to force the red up sooner or later. This year's pack will show, we think, a reduction of a a mililon cases over the previous year, which in itself was a reduction over the average pack of the previous four years. Red Alaska is practically the "whole thing."

"There is not enough sockeyes to quarrel about, and we understand that the cheap grades of salmon, such as pinks, have been running less than during previous years, so we are presented with high prices on cheap fish and low prices on high grade fish. In fact, Red Alaska, if gradually distributed, should bring $1.10."

New York, N. Y. Aug. 29.—The special correspondent of the Trade reports:—

"The total pack of sockeyes on Puget Sound this year is 170,000 cases compared with 845,000 cases in 1905, a shortage of 650,000 cases. The carry over will not exceed 135,000 cases.

THEY WON PRIZES

At a picnic held at Schuetzen Park by the San Francisco Retail Grocers J. Salomon won the first prize in the members shooting and F. Krueger won the second prize.

showing last year's distribution to have been over 700,000 cases. With a carry over of 135,000 cases and a pack of 170,000 cases we have an available supply of 305,000 cases, or about one-half the world's requirements of the year. It looks much like higher prices."

Griffith-Durney Co. report, under date of Aug. 20th:

"We believe that, with the tremendous shortage in the pack of salmon, every can will be marketed at higher prices than are ruling today. As an example, a few weeks ago we were willing to book orders for pink salmon at 75c.; today most of our packers have withdrawn from the market. There are 3,000,000 cases of salmon less today than there was in sight this day one year ago."

AMERICAN SARDINES.

New York, Aug. 28th.—H. O. Bowser & Co. report:

"Fish continue scarce along the entire coast of Maine. It is estimated that the pack, up to the present time, by comparison with last season, is between 600,000 and 700,000 cases short. The quality of goods being packed is superior to that of any that has been placed on the market for a number of years past. Market values: ¼ Oil Sardines, Keyless, $2.50; Keys, $2.65; ¾ Mustards, $2.15; ¼ Mustards, large, $2.60; small size, $2.10; fancy ¾ Mustards, decorated, $2.50 to $2.65; wrapped, $2.60 to $2.80.

CANNED OYSTERS.

New Orleans, La., Aug. 20th.—Ahrons-Seibert Co. report:

"The future outlook is very blue for this season's pack of oysters. The general clean-up of last season's stock tends to make packers hold off from naming prices. We think that prices will be named between September 1st and 10th."

CANNED SHRIMP.

New Orleans, La., Aug. 20th. Ahrons-Seibert Co. report:

"Southern packers have just begun operations. Shrimp are very scarce. All packers are pretty well sold up for futures."

FISH.

New York, N. Y., Sept. 4th—Strohmeyer & Arpe Co. report:

Holland Herrings.—Arriving freely; fair demand; prices in Holland higher; catch small.

Scotch Herrings.—Arriving freely; demand good. Prices here unchanged, while Scotland reports higher prices.

French Oil Sardines.—Getting scarce and stocks nearly exhausted. Prices higher. Catch poorest on record.

Portuguese Oil Sardines.—Scarce. Small fish almost exhausted. No catch at present.

Sprats.—In very good demand. Prices higher. Stocks almost exhausted. New catch not before end of the year.

Norway Stockfish.—Prices are lower. Owners had to come down as buyers were unwilling to pay their exorbitant asking prices.

New Norway Herrings.—First shipment arrived today. Quality beautiful, prices low.

CODFISH.

Alaska Fish Co. reports, under date of August 18th:

"Recent reports from Behring Sea codfishing fleets indicate an average catch. The vessels will be due to arrive the beginning of next month, and from the Okhotsk Sea in the early part of October. From the latter fishing grounds the quality is recognized equal to Georges Bank, with the exception that the average size is smaller."

Gloucester, Mass., Aug. 25.—Gorton-Pew Fisheries Co. report:

"The fleet has landed only 36,000,000 lbs. of codfish. This is several million pounds less than was landed during the same period last year. If the remainder of this fleet get full catches the Grand Bank pack may equal that of 1905."

SPICES.

New York, N. Y., Aug. 28th.—John Clark reports:

"The market has become very active, with large trading in pepper and cloves, and very strong tendency toward decidedly higher price levels."

HAY.

Somers & Co. report, under date of Sept. 4th:

"Arrivals of hay have been very heavy during the week ending today. Previous to today the situation has been very strong, but on this morning's market, with arrivals of almost 2,500 tons, there was a marked weakening. The schooners have been badly wind-bound for several days, hence the accumulation of this morning. As wharf room is rather scarce, it will take several days to unload todays arrivals. Now that the blockade is broken by rail, however, it is generally conceded that there will be a decided weakening in the medium grades of hay, although as choice hay continues to arrive but sparingly, no immediate decline is looked for in this particular line. Alfalfa and straw have both been in rather moderate supply and have found ready sale at previous quotations.

Anything that cannot be termed choice in the line of grain hay will, we think, sell at somewhat lower figures. We can report no especial change in prices from those given during the past two or three weeks:

Choice wheat hay	$16.50 to 17.50
Good wheat hay	13.00 to 14.50
Other grades same	10.00 to 12.00
Wheat & Oat	10.00 to 12.00
Tame Oat	9.00 to 12.50
Wild Oat	8.00 to 11.00
Alfalfa	7.00 to 10.50
Straw, per bale	.30 to .55

LEWIN-MEYER CO.

In a recent issue announcing that the Lewin-Meyer Co. was retiring from business it was stated that Mr. Samuel O. Meyer would engage in the brokerage business. This statement was not authorized and we are informed by Mr. Meyer that, as yet, he has made no definite plans for the future.

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. **J. T. WILSON.**
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...$	.80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch..	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
of
... The ...
American Tobacco Company
Temporary Office
306 BROADWAY, OAKLAND

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF AN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

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1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - - J. S. Irvine
Treasurer - - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS –

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS –

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS –

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Association for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, workers already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS,
Temporary offices, 1714 Webster St. **Phone West 3067**

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will kelp you
and your Salesmen
Sell your specialties.



1714 Webster St.,
San Francisco, Ca ifornia

CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

THE CLERK WHO WINS.

Some of The Ideas of Men Who Have Succeeded.

A. T. Stewart was a poor boy and commenced life as a clerk. John Wannamaker traveled the same path, as did Russel Sage, Andrew Carnagie, Marshall Field, Charlie Schwab, Potter Palmer, and hundreds of others who have achieved wealth and greatness. If any of these men were lazy, and contracted the habit of shirking, of loafing, of extravagance, of shifting responsibility, and otherwise neglecting to improve opportunities, none would have ever reached the prominence they attained.

The clerk who wins must be a bundle of industry supplied with brain as well as physical power. He must have stamina, the backbone that is necessary to sustain the burdens of work, and the moral sense to faithfully follow out the highest ideals, and let your ideals be the most noble ones.

George Washington had rules of life that are well known. Benjamine Franklin adhered to certain maxims. John D. Rockefeller had carefully selected a plan for living and acting and closely followed his selected rules. Russell Sage was an extremist in economy, but his idioms for the guidance of young men to success are worthy of most careful study. While many had different lines of thought as to the gaining of success the principal behind all was the same.

The following epigrams of Russell Sage may be useful to many a clerk who looks forward to success, and who desires to secure some choice food for reflection:

Clubs are only a place for idle men and wasteful young men.

An active man builds success upon a foundation of failure; a passive man does not.

When you have made your fortune it is time enough to think about spending it.

There is no such thing as a money curse. A good man cannot have too much money.

BOLDEMANN TO BUILD.

One of the first reinforced concrete buildings to be erected in the south of Market street district will be constructed by the A. C. Boldmann Company and the American Chocolate Factory and will occupy a lot 50x120 on Bluxom street, between Fourth and Fifth. It will be three stories and fire-proof material will be used throughout.

CLEAN AND SEASONABLE

Key Note For Successful Dressing of Grocery Windows.

The most successful grocery stores are the ones which are kept in the cleanest and neatest order.

A large class of people would rather have good, clean groceries, things they know are pure and kept right, and pay a good price for them, than have inferior, carelessly kept goods at a cheap price.

Attractiveness about the grocery is a most important thing. It means a saving all round.

In California, where summer weather continues for the greater part of the year, too great care cannot be exercised in the looking after stocks. A little neglect will cause losses that will prove serious.

The grocer who would have his windows attractive, must observe this rule of cleanliness and be particularly careful to avoid having stale things displayed. He should strive to make an impression that his stocks are clean and well-kept.

Many grocers consider it useless to display stocks in windows for the purpose of attracting attention. The same ones will carelessly stackup outside heaps of perishable goods, and fail to even use mosquito netting to keep the flies off.

One of the most prosperous groceries in a large Western city made rapid progress from a small stand to a big concern in a few years. It was the neatness of the price and the display of the goods, and the promptness in looking after orders that built up the business. This, at least, is what is claimed by the owner.

One of the notable things about the place was that there was nothing displayed outside the store unless the same was in a case.

The show windows, one each side of the door, were carefully fixed up two or three times a week as the windows of a fashonable dry goods store.

One display would be of a certain kind of canned goods, on which the grocer was making a run. Cans would be artistically arranged in pyramids, stars, triangles, with a view to harmony in the color arrangement of the labels.

Later, a display of olives, catsups, condiments of all kinds would be arranged.

Everything was seasonable.

When the berries began to arrive, these were displayed in the windows, and sometimes the windows made to hold whole stocks.

While in one window there might be a display of canned goods, in the other would be artistically arranged a line of meat products, bacon, hams, sausages, lard and a complete assortment of the goods of some well-known house.

Neatness and cleanliness are the two principal things to be observed in the grocery window display.

There should be ample protection from flies and insects.

It is necessary that changes be made frequently.

The arrangement of the goods in the store should correspond well with the show made in the windows.

MR. BIBO'S POSITION.

(Continued from page 12.)

ment of the claims of grocers before the Relief Committee.

Some Unfair Adjustments.

I must also mention here the ingratitude to me of some of the members of that committee who knew very well that the large amount of claims could not be fairly adjustly in three afternoons and that **a number of these claims were not audited by the committee.** I was dissatisfied because the gentlemen making up the Committee were held responsible or the passing of each and every grocery claim and that committee ought to have felt that one single injustice done to an honest claimant would be a great worry for which every member of that committee was to blame. It was their duty to consider all claims which were laid aside to be passed upon later on. This they were not called upon to do.

I was therefore, dissatisfied because, with a little more time devoted to the consideration of these claims, it would have prevented a good deal of complaint for which I myself and every member of that committee should be held responsible even if Mr. J. Salomon was completely satisfied as he was reported to have said. I blame all members of the committee alike, myself included, as we ought to have known that we should have declared ourselves on these points since Mr. Pollock, himself, was very fair and businesslike in the consideration of these claims and I have **never expressed myself otherwise** publicly or privately.

The reason why our association brought the matter before the grand Jury was to seek to protect the right of certain grocers and merchants before the law as they were not satisfied with their allowance by the Relief Committee.

Fair Treatment Assured.

I feel highly pleased that the members of the Relief Committee decided to appoint 5 disinterested citizens to pass upon all claims brought before them for reason that this will convince all fair minded men in our organization that the Relief Committee desire to consider fairly their just legal claims. I understand perfectly the difficulties faced by the Relief Committee who desire to do justice to the thousands who were in need without granting uncalled for favors to any.

Every good citizen should appreciate the high, valuable and tedious work to which the gentlemen comprising that committee have been subjected.

I want to state most emphatically that the city of San Francisco is to be congratulated upon the very loyal and patriotic and unselfish way, in which some of our best known citizens are administering the funds for rehabilitation, contributed to them, also upon the good work of the present city administration.

Trusting the sorehead faction of the grocers will cease its disgraceful knocking and begin to work hand in hand with the Associated Retail Grocers for the interest of all grocers and the encouragement of legitimate profits,

I am very truly yours,

DAVIS THEATRE.

"Hoity-Toity" is drawing crowds to the McAllister-street theatre. They laugh and they applaud and are interested in the fun and pleased with the songs and the pictures that the pretty girls make. Rice and Cady both have funny roles and Bobby North is excedingly good in a straight German role. Rosemary Elosz has some effective songs and some very pretty clothes and is helped by a handsome and sprightly chorus. A new member of the company, Lily Sutherland, "makes good" with songs and in clever dances. The show is a decidedly good one.

CENTRAL.

Kolb & Dill are a strong pair when it comes to drawing. Ben Dillon helps fill. They are producing "Lonesome Town," a hodge podge of nonsense in which Kolb and Dill have a lot of funny business and are assisted by Mr. Dillon in creating numerouse laughs. The show is a musical comedy, which means popular songs, a shapely chorus and enough dancing and action to carry the nonsense.

THE CHUTES.

From 10 a. m. till midnight, this great pleasure ground is open for the people. And how they do go! The Orpheum draws many who ordinarily might not go to the Chutes. Those who like the excitement of big crowds in action, enjoy a good variety show, too. The Zoo is as atractive as usual.

THE ORPHEUM.

There is a strong bill with many novel members.

NOT A SQUARE DEAL.

National President J. A. Green says in the Trade Press Bulletin:

"Letters from former Vive-President Joseph A. Stulz, Secretary Connolly and others tell a sad tale of injustice being done to the retailers in that afflicted city. That at the time of the disaster, their stores were looted by order of the authorities, might under existing cirsumstances be pardonable, but there can be no excuse, with plenty of money on hand, why the committee having this matter in charge should refuse payment, unless accepted in full at the rate of 50 cents on the dollar. President Roosevelt would not call this a "squarc deal," nor do the unfortunate grocers of San Francisco, and I think I run no risk in putting the "National" on record as denouncing this unfare treatment. **Make a vigorous effort to secure your just dues, and have a very retentive memory for those who would withhold them.**"

The grocers enemy, Mr. Menzies, editor of the "Grocer and Country Merchant", a paper that opposes all real association effort insists that Mr. Green was mistaken. He then says:

"It has also been frequently explained to Mr. Green that **Messrs. Stulz and Connolly have no standing or representative position whatever with the San Francisco Retail Grocers,** speaking now of the important organization of that name."

Mr. Menzies is a practiced, if not a clever liar. His nasty implications are false. He leaves the impression that he has said the two men he names "have no standing or representative position whatever with the San Francisco Retail Grocers."

This would be a libelous lie and leave him open for punishment and fine because of its falsety. He adds: speaking now of the important organization of that name.

Menzies is unworthy to fasten the shoes of the men whom he seeks to malign and whose standing is such that the wretched scribbler attacking them merely advertises his own baseness by his ineffective venom.

NO CHEAP SKATES.

National Secretary Wm. Gray writes to the trade press:

"The Retail Grocers' Association of Dallas, is giving a series of skating rink parties, the proceeds of which will be placed to the credit of a fund to be used in defraying the expense of the national convention.

"The above is taken from the San Francisco Retail Grocers' Advocate. The army of delegates who expect to attend the 1907 convention are not worrying about the kind of reception awaiting them, even if a "lot of "skates" will be adjuncts to the committee.

" am willing to bet that there won't be a "cheap skate" in the bunch. It's up to you, Julian."

EVERETT GROCERS CONTENTED

Everett, Wash., Sept. 1st, 1906
Aaron H. Powers, Editor Retail Grocers' Advocate, San Francisco, Cal.

Dear Sir:..Please send me an extra copy of the "Advocate" of August 17th. Will you also please tell me who I can correspond with in Indiana, regarding cards for customers as per your item on same, on page 11 in the issue of August 17th.

I notice with great pleasure on page 12 your item regarding fire insurance. There is a great deal of interest manifested all over this country regarding the same.

Our association was never in better condition. Non-members and members are all working in perfect harmony and are thoroughly satisfied with results produced. I remain,

Yours truly,
T. C. SIMMONS, Secretary

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

Scheer, Morehouse & Grandi

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco, foot of Spear St.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Jack Henderson Series

FOR SUMMER READING.

MIRTHFUL BOOKS IN UP-TO-DATE SLANG

A Series of Books by Benj. F. Cobb, written in the catchy slang vein which to-day is so prevalent. These books are the best issued and fairly blossom with wit and humor. Bound in cloth gilt tops, with seven half-tone illustrations. The titles:

Jack Henderson Down East.
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Nothing like them for driving away the blues and keeping down doctor bills.

Price, per copy, 50c.; per set, $3.00, postpaid.

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NEW SAUERKRAUT

PICKLES,
CATSUP,
VINEGAR.

ORDERS PROMPTLY DELIVERED

OURS IS THE ONLY FACTORY IN FRISCO.

Reed Pickle Works

THE OLD STAND

1507 FOLSOM, BET. 11TH and 12TH

Phone SPECIAL 223

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FOR

SNIDER'S PORK

AND

BEANS

WITH

Tomato Sauce

ANOTHER

CAR JUST IN

Ask Your Jobber

John H. Spohn Co., Agents,

Temporary Address

50-52 Clay St. San Francisco

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop



Guessing

Handle the article that you **Know** is **Pure** and **Good.**

Handle the article on which you **are sure** of a **legitimate profit.**

Grogan's Purity Olive Oil is the **best** that can be made and the selling price is **strictly safeguarded.**

Costs Less———Pays You More!

Get from your jobber—or send to maker.

CHAS. P. GROGAN, Sole Maker
1744 Alboin St., Los Angeles, Cal.

THE RETAIL GROCERS ADVOCATE

H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, SEPT. 21, 1906. VOL. 11, NO. 37.

CALIFORNIA

HOME BRAND

NEW

ILL PICKLES

AND

SAUERKRAUT

Now Ready for Delivery

THESE GOODS ARE

Positively the Finest

EVER PRODUCED

BY HUMAN KIND

favorable climatic conditions make this possible. tructions as to how to properly care for "CALIFOR- HOME BRAND" Sauerkraut and Dill Pickles sent ach shipment. Dill Pickles guaranteed till sold.

Pacific Vinegar and Pickle Works

SPECIAL OFFER TO RETAILERS



On orders received

BEFORE OCTOBER 15, 1906.

FREE The Grocer will get FREE

FIRST—1,000 2-lb patent self-opening Paper Bags with the purchase of ONE (1) GROSS 5-ct. size X-RAY STOVE POLISH or ONE-HALF (½) GROSS 10-ct. SIZE.

SECOND—A 3¾-in. GENUINE George Wostenholm "IXL". FOUR-BLADED KNIFE, of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined, with German silver bastion and buck-horn handle—the finest and most durable knife on the market—with the purchase of TWO (2) GROSS 5-ct size X-RAY or ONE (1) GROSS 10-ct. SIZE.

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

1920 Sacramento St., San Francisco, Cal.



THE BUTCHERS' FRIEND

The International Market of Oakland, writes:

W. A. Hawley,

Dear Sir:--I have been using one of your McCaskey Account Registers for three months and will say it is giving perfect satisfaction. It is the Greatest Collector we ever had and keeps collections as well as accounts right up to the minute.

Very truly yours.

FARRELL BROS.

WE CAN SHOW YOU How this register quickly pays for itself and continually earns you a profit

WM. A. HAWLEY, Pacific Coast Agent,

Phone Emergency 101. 1212 Gough St., San Francisco, Calif.

Branch Agencies:--Los Angeles, Portland, Seattle, Spokane.

DEAR SIR:--Please send your Catalogue and Sample Pad of your famous Multiplex Duplicating sales slips free, and oblige,

Name .....

Street .....Town .....

(Grocer's Adv.) State .....

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Is now being distributed as heretofore

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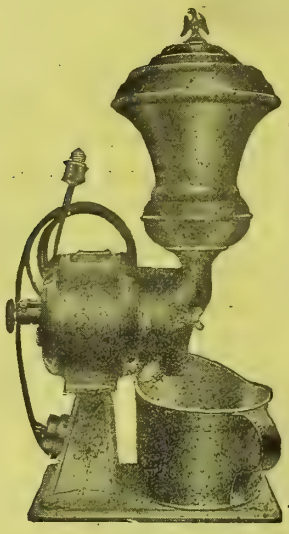
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NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

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Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

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Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

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ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

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Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
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Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

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"Royal," Johnson-Locke Mercantile Co., Agts., 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
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U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

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Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

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"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 301-303 Front.
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D. Steimke & Co., Union and Octavia.

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James Hermann, 2975 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., reresentative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 274.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

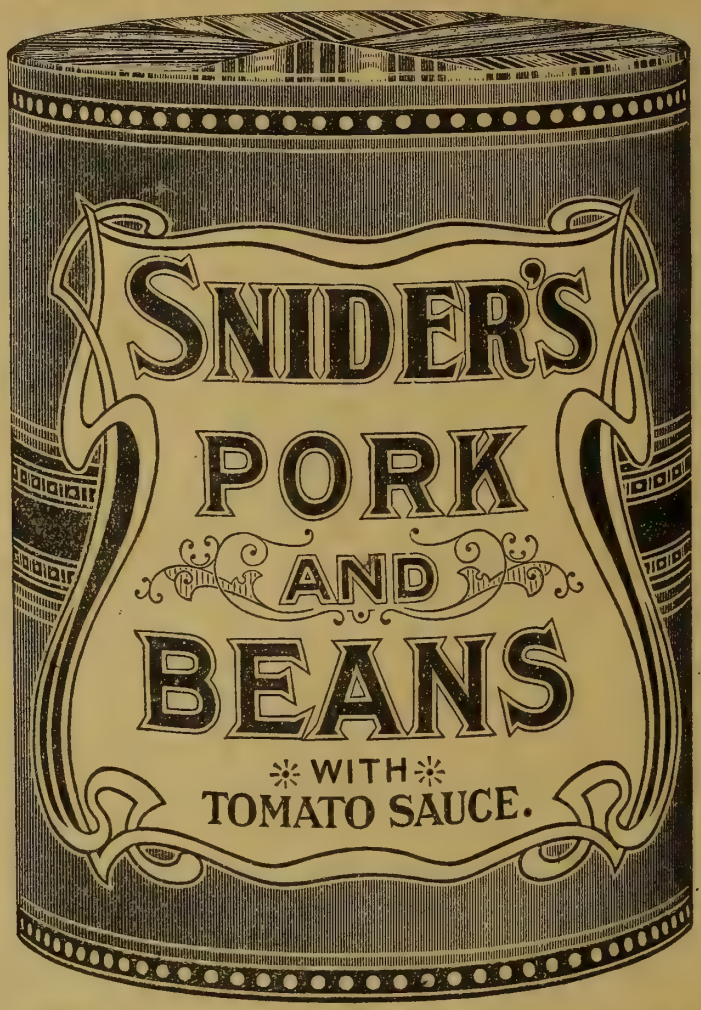
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TRADE WINNERS

SNIDER'S

SNIDER'S

















JOHN H. SPOHN CO., Agents, San Francisco.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., SEPT. 21, 1906. VOL. 11. NO. 37.

THE
RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

Rice.
Eastern advices of Sept. 14th report a steady hardening and advance of the rough rice market with no corresponding advance in cleaned and extra fancy cheap at present prices.

Maple Sugar.
Small stocks and a big demand for pure goods indicate higher prices when the season opens.

Dried Fruit.
Pears seem to be the only variety in large supply. Prune growers are telling "hard luck" stories.

Currants.
Unfavorable weather conditions have resulted in higher prices in the primary markets.

Pecans.
There promises to be a good crop of fine nuts.

Almonds.
The crop both in California and France is light and higher prices are freely predicted.

Beans.
All kinds except pink are in large ply and lower prices are expected.

Canned Peaches.
The Maryland pack is practically a failure because of excessive rains spoiling the fruit.

Canned Corn.
Fancy stock promises to be very scarce.

Codfish.
Catch of Eastern is far below the average.

BIG CONVENTION.

Many Different Communities Will Be Represented.

Interesting Program Arranged.

Delegates Must Get Receipts From Agent To Get Special Rates.

The convention of grocers at Oakland will be the biggest and best in the history of the State.

The best men in the grocery business will help make it so.

Every grocer is invited to attend and can get the special rate if he does so.

There will be special entertainment for the wives of delegates.

When buying their tickets, delegates

(Continued on page 7.)

DOYLE AS PRESIDENT.

Associated Retail Grocers of San Francisco Elect New Officers.

STATE DELEGATES CHOSEN

Action Taken Upon Numerous Important Trade Matters.

One of the most important meetings the retail grocers ever held in San Francisco was the first annual meeting of the Associated Retail Grocers at 321 Devisadero Street. The following officers were chosen for the ensuing year.

President, George B. Doyle.
1st Vice-President, James S. Irvine.
2nd Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly. (J. J.

(Continued on page 9.)

PROGRAM OF CONVENTION

The Convention Will be Held at Pythian Castle, on Twelfth Street Near Franklin.

The Headquarters of the Alameda County Association is at 119 Twelfth Street, Between Franklin and Broadway.

MONDAY, SEPTEMBER 24, 1906

Morning Session.

10 o'clock—Convention called to order by H. K. Duncan, President Alameda County Association.
10:10—Address of Welcome by Frank K. Mott, Mayor of Oakland.
10:20—Response by C. B. Pearson of Stockton.
10:30—**State President** L. Warnke assumes charge of the Convention and delivers annual address.
11:00—Appointment of Committees on "Credentials" and on "Rules and Order of Business."

Recess of Thirty Minutes

11:30—Report of Committee on "Rules and Order of Business."
Report of Committee on Credentials.

Noon Recess.

11:30 o'clock P. M.—Appointment of the following Commitees by President L. Warnke.

1. Finance.
2. Legislation.
3. Maintenance of Prices.
4. Pacific Coast Association.
5. Nomination.
6. Wholesalers' Retailing.
7. Premium Schemes.
8. Extension of Organization.
9. Changes of Constitution.
10. General Resolutions.

1:45—Report of State Secretary Frank B. Connolly.
2:00—Report of State Treasurer John F. Schomer.
2:15—Report of State Organizer Aaron H. Powers.
2:30—Address: "Laws Needed by Retail Merchants."
By George B. Doyle, San Francisco.
2:45—Discussion of Points Raised in the Address.
3:15—Reports of the Presidents of Various Affiliating Associations and Representatives from Different Communities.

Evening Session.

Address: "Profit End of the Grocery Business," J. R. Newberry of Los Angeles
Address: "Value of the State Association to Interior Merchants," F. B. Faucher of Sacramtnto.
Address: "Possibility of Closer Relations Between the Wholesaler and Retailer," by H. D. Loveland of San Francisco.
Music and Refreshments

TUESDAY, SEPTEMBER 25, 1906.

Morning Session.

9:30 o'clock—Report of Finance Committee.
9:15—Reading of Correspondence by State Secretary Frank B. Connolly.
10:00—Address: "Grocers' Associations—Why?" By H. Hauch, Alameda.
10:15—Discusssion.
10:45—Reports ofVarious Committees by their respective Chairmen.

Noon Recess.

1:30 P. M.—Consideration of Proposed Changes to the Constitution and By-Laws.
Opening of Question Box.
Unfinished Business.
3:30 P. M.—Choosing of next Convention City. Election of Officers.
4:30 P. M.—Trolley Ride till 6:30.
7:00 P. M.—Reception by Merchants Exchange of Oakland till time for banquet.
9:00 P. M.—Delegates will march in a body to the Hotel Metropole, where the banquet will be served
John Mitchell, Oakland—Toastmaster.

STATE GROCERS

SEVENTH ANNUAL CONVENTION

All Grocers Invited

OAKLAND

Monday and Tuesday, Sept. 24th and 25th

Convention will be held at Pythian Castle, 12th St., near Franklin.
Headquarters of Alameda County Association, 419 Twelfth Stree
Between Franklin and Broadway.

SPECIAL RATES;

When you pay your fare, get a rebate certificate from your agent.

You can get a return ticket for **One-Third** fare. This holds for delegates wives also.

Many Important matters will be Discussed

Entertainment will be Lavishly Provide

If you can attend send your name and address to

State Secretary, FRANK B. CONNOLLY,

1414 Webster St. San Francisco, C

(Continued from page 5.)

should ask the agent for a convention certificate. When this has been O.K.'d by State Secretary Connolly, the delegate can get a return ticket for one third fare.

This rates holds good for delegate's wives.

Grocers can get information about hotels, etc., at the Grocers' Association offices, 319 Twelfth street, bet. Franklin and Broadway.

The meeting hall is on 12th street near Franklin.

State Secretary Frank B. Connolly supplies us with the following ex crepts from his correspondence received during the week:

San Francisco—There will be 14 of the best grocers of the city attend the convention as delegates.

Oakland—Has elected delegates.

Alameda—Has elected delegates.....

Berkeley—Has elected delegates.

Sacramento—Has elected delegates.

Los Angeles—Has elected delegates.

Sacramento—The Sacramento Retail Grocers Association will have a full delegation at Oakland. Our officers are: A. A. Jost, president; E. Kilgore, vice-president; A. Schaden, treasurer; Chas. S. Mering, secretary; Executive Committee: E. Kilgore, W. Brome, J. Lynn, J. Popert, J. Bradshaw, C. Perkins and L. B. Hinman. More efficient organization should receive the most attention from the convention.

Placerville—"The El Dorado County Retail Grocers and Merchants Association will be represented at Oakland. The officers are: President, J. F. Limpinsel; Secretary, E. L. Smith; Treasurer, Jos. Quigley. We would like to see definite action taken in regard to the following: Dead beats. Jobbers selling to consumers. A 4 or 6 years statute of limitation. Making the wife's property equally responsible."

Fresno—Mr. Tim Walton was duly elected to represent the Fresno Retail Grocers' Association at the State Convention at Oakland. He will come prepared to pay the per capita tax.

San Jose—A special meeting will be held Friday evening to select delegates.

Baden—A special meeting will be held Thursday evening to select delegates.

Redwood City—The Merchants Board of Trade of Redwood City has for its officers: President, P. P. Chamberlain; Vice-President, A. D. Walsh; Secretary, treasurer, F. H. Thorpe. Favorable legislation is the most important matter so far as our Board is concerned.

Galt—Saroyn Bros: "I will attend the convention if it is possible. An association is needed badly in nor town.

Cazel & Fowler, Redlands—"I would like to attend the convention at Oakland, but circumstances will not permit. We need an association in Redlands. The grocers should plan to head off trade killing; cut-throat combinations like the chains of stores, also to cut out lines that do not pay a fair profit and to protect the trade against dead beats. We will do anything we can to better trade conditions."

A. W. Younglove, Riverside—Mr. A. B. Clarke is President of the Riverside Business Men's Association. The mattes that merit the most attention at the convention will be discussed at a meeting to be held soon in Los Angeles.

Wm. English, Vallejo—We need an association badly in this city. There should be a union among the grocers for self protection as there is among laboring men.

A REAL GIFT.

The dealer or the consumer pays for most premiums. The X-Ray Stove Polish Co. are making an offer to Pacific Coast grocers that is a genuine gift.

They want to increase orders during the next month. Without any alteration on their usual prices, they make the following offer:

To all grocers stocking up on X-Ray Stove Polish **before October 15th,** they will give **Free:**

1.—1,000 2-lb. patent self-opening Paper Bags, with the purchase of **One** gross of 5c. size X-Ray, or one-half gross of 10c. size.

2.—A three and three-quarter inch genuine George Wostenholm "IXL" **Four-bladed Knife,** of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined, with German silver bastion and buckhorn handle—the finest and most durable knife on the market—with the purchase of **two gross** 5c. size X-Ray, **or one gross** 10c. size.

X-Ray Stove Polish is one of the remarkable successes of the grocery field. It has made a hit both with the grocer and the housewife. Much of its success is due to the activity of R. A. Holcombe & Co., the Pacific Coast agents.

MUTUAL EXTRACTS.

The Mutual Extract Company, manufacturers of the "Mutual Friends" extracts, has established its office and factory at 1103 Regent street, Alameda.

H. Wolking is doing more business at his new store at 415 Haight than even before the fire at his big Fourth Street establishment.

MAPLEINE

THE

Home Syrup Maker



Will give better satisfaction to the housewife than anything you can recommend in the syrup line. The syrup is made by dissolving granulated sugar in water and adding MAPLEINE for the maple flavor. A sure repeater and a good profit to you.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA

Haywards.—Mr. Guy H. Borland has purchased a half interest in the firm of Holmes Co., and the firm will be known as the Holmes-Borland Co.

Hemet.—J. A. Edwards has purchased the grocery store formerly owned by Graham & East.

Hollywood.—J. R. Newberry has purchased the Nowlin stock of groceries and will enlarge it.

Los Angeles.—Mr. V. Anderson has opened a grocery at 436 So. Hill St.

Oakland.—Olson Bros. have started a grocery store at 36th and San Pablo Ave.

Roswell.—The Laverty grocery store burned Sept. 14th. The loss reached $5,000, with $3,000 in insurance.

Riverside.—A. E. Thresher & Alfred M. Lewis have purchased the grocery formerly owned by C. W. Samis.

Santa Rosa.—J. E. Keeler the former manager of the Scott Grocery Co., has decamped with funds belonging to creditors of the firm amounting to $2,500. Keeler is believed to have gone to Texas.

San Francisco.—Golder Bros., have started a new grocery at 14th and Church Streets.

San Diego.—J. and H. Stansfield have purchased the grocery formerly owned by A. S. Smith.

Sawtelle.—Lenty & Curtis have purchased A. F. Towne's Cash Grocery.

Sugar City.—A. Carlson has started a grocery and bakery.

OREGON.

Central.—L. C. Engle has purchased Mrs. Ella Cantwell's grocery store.

Corvallis.—The corporation of Moses Bros., general merchants, has been dissolved.

Dayton.—L. H. Litscher, grocer, and A. C. Detmering, confectionery, have consolidated.

Gresham.—F. B. Stuart has succeeded Gorman & Stuart, general merchants.

Mtrlin.—Wethwax & Thompson have purchased J. C. McConnell's general store.

Portland.—Mrs. H. M. Dobie has succeeded F. H. Reeves & Co., grocers.

Seaside.—F. Dresser & Co., have purchased E. C. Judd's general merchandise store.

Summervlile.—H. C. Rinehart is opening a general store.

WASHINGTON

Aberdeen. — Gabrielson & Holmer, grocers, occupied their fine new store building last week.

Bellingham.—Willyard & Tatman have succeeded C. B. Willyard & Co., grocers.

Cle Elum.—Kennedy Bros., grocers, have dissolved partnership, L. C. Kennedy purchasing the interests of Richard H. Kennedy, and continuing the business.

Coulee City.—C. H. Gilpin, a prominent merchant, will open a general store.

Dayton.—Merchants are signing a petition for the early closing of stores throughout the winter months.

Diamond.—W. H. Hite is opening a general store.

Easton.—Johnson Bros., general merchants, are erecting an addition to their store building.

Everett.—George Wilson, has purchased H. J. Brown's grocery store.

Fairfield.—W. A. Davis a prominent merchant, disappeared last week. No trace of him has been found.

Hoquiam.—Winters Bros., general merchants, have purchased the Stenzel block.

Leavenworth.—The Moore Co. has incorporated with $15,000 capital stock to carry on general merchandise business.

Seattle.—The Retail Grovers' Association have elected the following delegates to the Spokane State convention: D. F. Power, F. L. Heidrich, Jos. Brannigan, E. C. Busse, A. F. Bickford and J. J. Higgins.

Seattle.—G. F. Reuter has started a grocery.

Seattle.—Z. E. Wilson has started a grocery and notion store.

Seatle.—Wm. Graham, formerly grocer, has been arrested and taken back to Grand Rapids, Mich., on a charge of wife desertion.

Spokane.—Mrs. N. Steele has purchased the Albert Edson estate grocery store.

Spokane.—R. R. Rand has purchased E. F. Ashcroft's grocery store.

Stanwood.—The People's Union, general merchants, have increased capital stock from $10,000 to $30,000.

Sprague.—I. M. King has succeeded Mr. Hamley as manager of the general store at the Sprague Rochdale Co., the latter continuing with the house as bookkeeper.

Steilacoom.—The stock of groceries and hardware of E. R. Rogers, pioneer merchant who died recently, is being invoiced and will be offered for sale by the administrator.

Tacoma.—Shaw & Bare have succeeded L. Shaw.

IDAHO.

Coeur d'Alene.—The Brown Table Supply Co. will succeed the Carnahan Supply Co., grocers.

Couer d'Alene. — E. P. and A. L. Brown are reported to have sold their interests in the Winn & Brown Co., general merchants.

Filer.—Vinton & Smith have started a grocery store.

Fairview.—C. Knudson will open a general store.

Sand Point.—G. Bruce has succeeded Hurlburt & Bruce, grocers.

Troy.—B. L. Nelson has disposed of his stock of general merchandise to the Big Bend Mercantile Co.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

(Continued from page 5.)

Cusack will retain his position as acting secretary.)

Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt.

Delegates to the State Convention from San Francisco will be :

Geo. B. Doyle, F. B. Connolly, Geo. Golder, H. N. Edlin, John F. Schomer, Henry Wreden, H. B. Arnold, B. A. Schmidt, J. W. King, H. S. Elliott, J. A. Stulz, E. I. Fleiger, Claus Wreden and G. F. Lehrke. Alternates: J. J. Cusack, H. D. Burmester and Nathan Bibo.

The Bread Question.

After the preliminary work of the meeting Geo. B. Doyle chairman of the committee was called upon to tell of the conference between the grocers and the bakers. He said that while the conference held was official on the part of the grocers, it was not official on the part of the bakers. The bakers having learned what the grocers wanted requested time to confer with the other members of the association.

Secretary Connolly reported that the Association had grown during the year from 25 or 30 members to nearly 100. The membership included the very best men of the grocery business in San Francisco. With one or two exceptions, it included all the largest grocers of the city. All the members were interested in the work of the organiation. Owing to the demands of the present conditions, few members had the time to attend meetings. When conditions became normal again the attendance at meetings will be better.

Secretary Connolly congratulated the association upon having an acting secretary of the calibre of J. J. Cusack and he insisted that with the organization which Mr. Cusack was rapidly building up, it would be easy to do with other things what already had been done with flour.

Acting Secretary Cusack read the names of 15 new members secured since the meeting in August. This made a total of over 50 new members in the last two months. Mr. Cusack pointed out that the individual members could assist materially in securing new members.

When the matter of the election of new officers came up Mr. Bibo was nominated for the presidency, but declined to serve, explaining that he had practically discontinued the retail grocery business and had joined with his brother in the wholesale liquor and fancy grocery business.

Doyle for President.

He said that he would rather see Mr. Doyle, the present vice-president, rewarded for his splendid work in behalf of the organization. Joseph A. Stulz spoke eloquently of Mr. Doyle's ability and Mr. King and Secretary Connolly also told of the work that had been done by Mr. Doyle in the past.

Mr. Doyle was the unanimous choice of the meeting. In a brief address he promised the members that, in any matters that would come up before the association, he would work for the members and not for Mr. Doyle. He hoped to make the association increase twice what it had in the past year. He pointed out the necessity for organization among retail grocers.

The election of directors brought out quite a little contest. The selective print above. Among the members nominated who declined to run were H. N. Edlin, A. McCaw and J. Kaiser and Robt. Dietrich.

On motion of Secretary Connolly Mr. Bibo, the retiring president, was made an honarary member of the organization.

Peddling Wholesalers.

The question of wholesalers selling to consumers was warmly discussed. Numerous members complained that Wheaton, Pond and Harrold were selling to consumers, restaurants and boarding house keepers and others who would otherwise buy of retail grocers.

A spirited discussion ensued. It was decided that a communication be sent to each wholesaler in which they should be told that the association would consider it an unfriendly act to seek the trade of customers of the retail grocers and that as great publicity as possible would be given to any wholesaler who insisted upon doing this kind of business both through the organization machine and the "Grocers' Advocate."

Profit on Beer.

The question of bottled beer also brought forward much interesting comment.

Mr. Doyle insisted that the bottlers should protect profits of the retailer. It lay within the power of the bottlers to force every dealer selling beer to ask a profit that would leave a fair margin of profit for all concerned. He thought the association should insist upon the bottlers taking action. On motion of E. I. Flieger a committee of three were appointed to meet the bottlers and see where they stood. The following committee were appointed: F. I. Flieger , (chairman), H. N. Edlin and J. W. King.

On motion of B. A. Schmidt, the secretary was instructed to draw a warrant on the treasury for the per capita tax for the State Association.

On motion of Joseph A. Stulz the per capita tax of the Associated Retail Grocers for the National Association was also ordered paid.

National Biscuit Company

J. F. Schomer called attention to the fact that certain grocers had begun cutting prices on the National Biscuit Co. goods. It was decided to write the National Biscuit Co. and demand that they use their power to protect the selling price of their goods.

Early Closing Movement.

P. A. Buckley was warmly applauded when he brought up the suggestion of early closing. He urged that there was no way to force some of the dealers to close unless the grocery clerks organized and used their efforts through the Labor Council to force a proper closing hour upon all stores. He felt that it would pay the grocers to help their clerks organize a Union and that the grocers would benefit by the shorter hours both through being able to live better themselves and through the fact that their clerks being fresher would be able to do better work.

A number of grocers expressed doubt as to the desirability of organizing the clerks since a very large portion of clerks in the city lacked permanency in their positions. All favored early closing however.

As the hour was late the meeting instructed the directors to take up the matter as promptly as possible.

Make Your Customers Your Friends by Selling Them

ALPINE

THE RICHEST

CREAM

The Cream with the $1,000.00 Guarantee of Purity

CREAM OF QUALITY

Made in California's Finest Dairy Section; its golden glow proves its richness in Butter Fat.

THE FLAVOR OF "ALPINE" IS UNSURPASSED AS IT LACKS THAT COOKED TASTE OF OTHER CREAMS. . . . . .

Alpine gives the Dealer a Profit. It pays you to handle it. . . .

For Sale by All Jobbers

ALPINE EVAPORATED CREAM CO.

Temporary Office

22 Steuart St., San Francisco Factory: HOLLISTER, CAL.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take steps to have the cutting stopped.

ALAMEDA COUNTY DELEGATES.

Choose Men To Represent The Association at the State Convention.

Oakland, Sept. 18, 1906.

Editor Advocate. — September 17, 1906, a regular meeting of the Alameda County Retail Grocers' and Merchants' Association was held at their new rooms 419-12th Street. A large number were in attendance, and of course the all absorbing topic of conversation was the coming State Convention which is to be held in this city, September 24th and 25th.

After some good natural rivalry, the following gentlemen were selected as delegates to the State Convention:

H. K. Duncan, H. Hauch, U. S. Troili, Geo. Hoffman, J. L. Woodworth, J. Hopkins, John Mitchell, H. D. Cushing and A. J. Nor.

Final arrangements have been made for the big banquet at the Hotel Metropole, and Mr. John Mitchell has been selected as toastmaster.

The Committee on Arrangements reported that they have made arrangements with the railroad company for the trolly ride over Oakland, Alameda and Berkeley, on Tuesday afternoon.

A Reception Committee was appointed consisting of: Geo. Hoffman, F. G. Eiben and J. S. Wixson to serve in conjunction with a like Committee from the Merchants' Exchange at the reception to be tendered the delegates by the Merchants' Exchange on Tuesday evening, Sept. 25th from 7 until 9 o'clock P. M.

This reception will undoubtedly be a feature for the reason that it will be the throwing open of the new rooms by the Exchange. The rooms are elaborately furnished, and it is understood that an interesting program has been decided upon.

EXTENDING ORGANIZATION.

Colton, Cal., Sept. 9.—A movement, backed by the Merchants' Protective Association of San Bernardino, has been started to organize a Merchants' Protective Association in Colton. The movement is the beginning of a final state movement for influencing legislation at the next meeting of the state legislative body that will tend to remove the statute of limitations or double the limit of time in which a debt becomes invalid.

HEAVENLY (?) TWINS

An Arraignment of Jake Salomon and F. Krueger by State Secretary Connolly.

The **Advocate** presents herewith a letter from Frank B. Connolly, Secretary of the State Grocers Association and also of the Associated Retail Grocers of San Francisco. Mr. Connolly is a business man and a responsible citien. He, and a number of other leading grocers of San Francisco have been continously villified by F. Krueger, J. Salomon and Mr. Menzies of the poor old "Grocer." As numerous Eastern trade papers and Association workers have taken the Krueger-Salomon-Menzies combination seriously, the letter may help to allay some erroneous ideas.

Mr. Connolly's Letter.

Editor Advocate: In the August isssue of Krueger's Bulletin or (Black List) there was printed a letter from Jake Salamon to the Broklyn Association and one from Krueger. Both letters are full of absolute falsehods and it is apparent that both of these men are totally lacking in business sense and ordinary decency.

They have not only lied about myself; but also about the men who make up the Board of Directors of the Associated Retail Grocers of which I am Secretary.

I now intend to defend the members of our Board of Directors and myself against these attacks to let not only our friends in California but also in the East know the relative standing of the Officers of each Association.

The only way to judge the amount of business a grocer does is by the number of men he employes.

PRESIDENT NATHAN BIBO

Before the calamity, Mr. Bibo employed twenty people and did an extensive business in fancy groceries. He carried insurance in 21 different companies.

VICE-PRESIDENTS.

GEORGE B. DOYLE, the 1st Vice-President of our Association employes 14 men handling fancy groceries.

Jas. IRVINE, our 2nd Vice-President, with his brothers, owned four stores in our city before the fire and employed 30 men. This is more than the entire board of directors in Salomon's association collectively, hired.

SECRETARY.

FRANK B. CONNOLLY (the writer) is a grocer. We have six people employed in our store. I am vitally interested in Association effort.

DIRECTORS

(Associated Retail Grocers.)

JOHN W. KING employes twenty-five people in his three stores.

GUS. F. LEHRKE employes fifteen to twenty.

ANTHONY McCAW employes over a dozen people.

The OTHER MEMBERS hire from 4 to 6 people.

This list is absolutely a correct list of the standing and buying power of our officers.

PRESIDENT JAKE SALOMON

Jake Salomon hired one boy who with Jake, did all the business Jake had, in groceries, largely recruited from Sheriff's sales and in eggs that were largely of the Eastern variety.

VICE-PRESIDENT.

JERRY HURLEY, who was their vice-president, also hired a boy to do **his business one half his term of office. He then sold out and got a job soliciting real estate during the other half, still holding his office in violation of their By-Laws.**

SCERETARY

FRED KRUEGER is not a grocer, although it is understood he failed in business years ago. He has several side grafts that make him good money at the grocers 'expense. He has personally opposed nearly every movement started to better trade conditions.

DIRECTORS.

(S. F. Retail Grocers.)

The writer does not desire to bring the personality of these men into this dispute. Most of them were not consulted by Krueger and Salomon in sending out their infamous letters and, though really responsible, yet had no personal knowledge of what was done till it was all over.

Many other members of our Assoc iation have more than one store and hire many people. Comparing them as I do with Salomon's officers, gives the proper idea of the value we can b e to every grocer in the city because if a man is very successful in conduct ing his own affairs, his advice is certainly good in handling affairs of the A ssociation.

The Food Fair Scandal.

Salomon has not told the Eastern Association how he was a member of the celebrated **Pure Food Show Committee,** that, while having a majority of the Board of Directors voted themselves practically all the money made by the Fair, which was run on the credit of the Retail Grocers' Association.

Fought Association Progress

He has not told them how he fought the movement to get a profit on flour for the grocers of San Francisco.

How he opposed the raising of funds in San Francisco for Legislative work among the grocers, like they did in other cities of the State, (although Krueger claimed they spent $8,000 to help pass the trading stamp law.)

Salomon did not tell how, being unable to attend either a State or National convention because he could not leave his store with his, one (boy) employe, he opposed affiliation with either of these larger bodies and finally succeeded in getting his clique to vote to refuse to pay the per capita tax to them.

Some Typical Lies.

Salomon and Krueger claim in their letters East they are in sympathy with the National Association. But **sympathy don't pay expenses.**

They also claim 800 members. They only had 375 paying members when we started our new Association. We took away 100 and since then the calamity has lost for them over 150 who opened straight saloons, etc, so their membership is nearer 150 members than 800.

Their former members are every day joining the Associated Retail Grocers because with the influence and buying power we possess, we have been suc-

(Continued on page 12.)

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.
C. Anderson—Spokane, Wash. .....
Secretary and Treasurer.
H. Hauch—Alameda, Cal.

Directors.

California—F. B. Fancher, Sacramento; H. Hauch, Alameda; J. R. Newberry, Los Angeles.

Washington—C. Anderson, Spokane; A. F. Bickford, Seattle; C. H. Plass, Tacoma.

Oregon—Fred Dresser, Portland; E. Younger, Pendleton; D. C. Burns, Portland.

California Retail Grocers and Merchants Association.

President, L. Warnke, Alameda.

Vice-Presidents—1st, Geo. B. Doyle, San Francisco; 2d, E. W. Drury, Stockton; 3d, Henry Wreden, San Francisco.

Secretary, Frank B. Connolly, San Francisco.

Treasurer, John F. Schomer, San Francisco.

Directors—H. Hauch, Alameda; Geo. Golder, San Francisco; Harry B. Arnold, San Francisco; A. J. Nor, Oakland; J. W. Borchers, San Jose.

The President of each affiliating association is ex-officio a member of the Board of Directors.

Associated Retail Grocers of San Francisco

President, Nathan Bibo.
First Vice-President, Geo. B. Doyle.
Second Vice-President, J. S. Irvine.
Treasurer, J. F. Schomer.
Directors—Herbert S. Elliott, George Golder, J. W. King, Gus. F. Lehrke, A. McCaw.
Secretary, Frank B. Connolly.

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

The Little Rock Association, has established an entertainment fund for the purpose of making life interesting to those who attend the various conventions and meetings which Little Rock will make a strong effort to secure.

Denver is to have a pure food show under the auspices of the Retail Grocers' Association.

After having given a picnic for the general public earlier in the season, the members of the Indianapolis Retail Grocers' Association held an outing last week which was confined to members of the association, their employes and those connected directly with the trade.

The members of the Peoria, Ill., Retail Grocers' Association and their employes celebrated the last half holiday of the season by a gathering at Al Fresco Park.

The annual convention of the Washington State Grocers' association will be held at Spokane, September 26 and 27.

A meeting of the retail merchants of Nebraska has been called to meet at Freemont, Sept. 11 and 12 to form a state association.

A convention will be held at Meridan, Miss., Oct. 3 and 4th for the purpose of organizing a state grocers' association.

The Detroit Retail Grocers' Association has already secured three convictions against "fake" farmers and the court has announced that future violations of the law in this regard will be severely dealt with, as it intends to see that everybody doing business on the markets conforms with the ordinance.

The associated grocers of Meridian, Miss., will present an ordinance to the Council which will prohibit the blowing of horns and crying of wares by hucksters.

The Toledo, Ohio, Retail Grocers and Butchers' Association has put its official stamp of disapproval on the practice of displaying vegetables, fruits and like foodstuffs on the sidewalks.

Grocers of Walla Walla, Wash., propose to recommend to the next Legislature the passage of a law requiring the stamp of the manufacture to be placed on every package of butter offered in the market, to furnish a means of identifications in case of short weights or adulteration.

JOBBERS WANT PROFITS

Send Out Letters Explaining the Necessity For Advances.

The Wholesale Grocers' Exchange has issued the following circular letter to all agents and brokers doing business in this market:

"Several meetings of wholesale grocers have taken place recently and the prevailing and unanimous sentiment is in favor of better prices.

"Expenses must now be reckoned with as never before. Rents, insurance and all contingent expenses are items which call for better margins of profit. This with the inconveniences, the wear and tear and the higher cost of necessities, compel a complete reconstruction of our price books.

"By thus advocating legitimate margins of profit for ourselves, we will also help the retailer in obtaining his profit. For instance, if a 10c seller costs below 95c the retailer invariably is forced to sell 3 for 25c, whereas, if he has to pay 95c or over for it he must sell it 10c straight, which yields him much better returns. Therefore we shall insist that our salesmen obtain at least 95c for 10c articles and for same reasons higher sellers at proportionate margins.

"We therefore request of you to instruct your specialty salesmen not to take orders which do not yield like profits. It is absolutely impossible for us to continue accepting, and we positively must decline to accept orders at prices which obtained before the fire.

"We respectfully solicit your aid in elevating the jobbing prices to where they rightly belong and where the manufacturer originally intended them to be. We remain,

"Yours very truly,

"WHOLESALE GROCERS EXCHANGE
"Per R. H. B."

WHOLESALE NOTES.

The Hickmott Asparagus Canning Company has moved back from Oakland to this city and is now at 50 Clay street.

A two-story and basement re-inforced concrete structure will be erected for M. Getz & Co., same being located on Spear street, near Howard.

Sussman, Wormser & Co. have let the contract for a two-story and basement re-inforced concrete building on Spear street, near Mission. The building will be constructed so as to permit of additional floors later.

M. J. Brandenstein & Co. have their old site cleaned of debris. The foundation appears to be in excellent condition. It is the intention of Brandenstein & Co. to rebuild immediately. A structure far superior to the one burned will be erected, re-inforced concrete being used. In the meantime, they will occupy their present temporary quarters on Mission street next door to the old site.

The wholesale grocery business of Harris Bros. & Co. has been discontinued. This firm was old in the business and it is to be regretted that they have seen fit to retire. It is understood that the active members of the firm will devote their time to the interests of the Lewis Packing Company, in which they were largely interested for some time prior to the conflagration.

Suydam Bros. & Rogers have not yet resumed business activity.

OPENS AS COFFEE BROKER.

Leon Lewin, of the Lewin-Meyer Company since its organization two years ago, has opened offices as a coffee broker and importer at 11 Steuart street. Mr. Meyer attended to the coffee business of his old house, and built up a large trade with jobbers and roasters, and will give his attention to the supply of that trade hereafter.

NEW JOBBING HOUSE.

A new wholesale grocery firm has just been incorporated in San Jose and will be carried on under the name and style of the Keystone Company. The concern has joined the Wholesale Grocers' Exchange of California, from which it is evident that the newcomers propose to act as legitimate jobbers and are entitled to all the courtesies accruing.

(Continued from page 10.)

cessful with every policy we adopted.

We can now show that we have accomplished more in our existence of 8 months, than Salomon's association has in its three years.

That is why I defend every action taken by our officers and claim the howls of Salomon and Krueger are the last dying kick of a worthless association that is of no use to its members now and never was.

Our association is affiliated with both State and National Associations. It was therefore, the proper association to receive donations sent by Eastern organizations. Our officers took every step to see that the funds sent were used for the purposes that their public spirited donors intended.

Jake Salomon has spent a great deal of his time around the Relief or Claims Committee headquarters telling grocers what he can do for them in getting their claims passed. Many of them imagine he is looking for a little rake-off for his trouble.

He tells the Finance Committee that his members are all satisfied with the way their claims have been shaved although many have told me, personally, they were very much dissatisfied.

The Broklyn Retail Grocers Association sent $250 to San Francisco to be divided equally between both Associations for relief work. It was sent to Krueger. He kept the whole amount.

After several urgent requests on the part of the President and Secretary of the Brooklyn Association to turn over one-half (or $125) to our relief fund, Krueger and Salomon sent it back to Brooklyn saying there was no need for any donations in San Francisco, although they had sent out piteous begging letters only a short while before

Even fate itself seems to be helping to down the Salomon-Krueger clique. Their annual hold-up (or Picnic) was the worts frost in the history of the association.

Krueger may now have to go without his $100 a month although his Bulletin nets him a tidy sum each month.

I believe Salomon and Hurley found out once how much Krueger was making (including $100 or $150 a month for as many copies furnished the Milk Dealers Association) on his Bulletin. Salomon asked me to support him in the general meeting to make Krueger turn in the $200 or $300 he was making to the Association. **Suddenly Salomon stopped investigating** the thing and dropped it. Then we all wondered what magic power had induced him to change his views.

This is a litle history of the Association work (?) done by these two men who now try to villify and slander the officers of our Association.

Copies of the leters they sent East are in my possession having been sent to me by my friends in the East who refused to believe them.

FRANK B. CONNOLLY,
Secretary Associated Retail Grocers.

BIG CEREAL COMBINE

Akron, O.—The injunction suit to prevent the taking over of the American Cerial Co. by the Quaker Oats Co. was settled, and with the consent of both parties the temporary injunction was dissolved. A stockholders' meeting followed, and the transfer was made effective. The suit was instituted by Chas. Ganter, of New York, who alleged that the Quaker Oats Co. directors were planning to form a trust.

The signs on all buildings were replaced with temporary painted placards bearing the title "Quaker Oats Company." The company also gave an order for all old labels and advertising matter to be destroyed and to have printed at once matter bearing the new company name.

KELLEY-CLARKE CO.

23 Market St., San Francisco

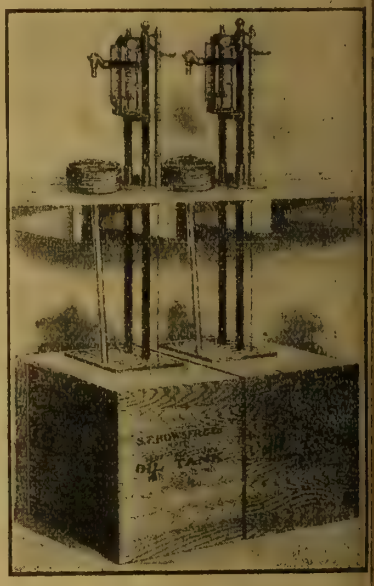
Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can,—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.

One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.



Cut. No. 35

Cellar Outfit for Two Kinds of Oil

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

Send for Catalogue

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted, Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, $30c.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio	10c. 3 for 25c

DOES CUTTING PAY.

People Prefer Superior Service To Lower Prices.

In the Bankruptcy Cort of Birmingham, England, the Registrar, in dealing with a bankrupt retail grocer, remarked: "There are so many small grocers selling under cost to work the trade up that I wonder anybody really ever pays a profitable price."

Some consumers are fully alive to the methods of cutters; they take the bait and avoid the hook. They also have a fashion of hunting the bargains, then going to the single shops for the bulk of their supplies. They are attracted quite as much by the superior service of the department stores as by cut prices.

Therefore it is a mistake for a small retailer to attempt to follow the cut prices made by chain or department stores.

With these great distributers making hash of proprietary goods, the small dealers are having hard work to secure a good average net profit.

Recently a department store official confessed that the grocery section seldom paid; that it was regarded a good advertising factor, and served to bring buyers to the store. There is much truth in that statement.

Service of the highest character is more attractive to most folk than cut prices. People are fond of trading where they are well treated; where the store is attractive on account of style or appearance, cleanliness, system, rather than because prices are below the usual.

It must be admitted that the big buyers have a great advantage over the smaller retailers, as they purchase on the lowest basis. But the small shop keepers are under lower cost of service, fully enough to offset the buying advantage of their big competitors.

This makes it essential for the exclusive grocers, with a moderate or small volume of trade, to see to it that their stores and service are at least on a par with the department and chain stores, where system and a mastery of details are prominent and of a high order.

If this policy is pursued, the retailers will not go to the bankruptcy courts.

Thus far American retailers have made a good record, as failures are fewer than years back.

LANG-STROH COMPANY

The merchandise brokerage firm of Gray, Lang & Stroh has been dissolved by mutual consent and in its place the Lang-Stroh Company now handles the interests of the former concern. The new concern is located at 38 Clay street. Mr. Harry Gray devotes himself entirely to the preparation and sale of cocoanut.

PRICE CUTTING EVIL

Address Contains Food for Thought on the Part of Retail Grocers Who Have the Habit.

Col E. A. Stevens in an address before a gathering of retail grocers at Granite City, Ill., recently said some very true and interesting things about price cuting.

"Every association should do all in its power to keep down 'price-cutting.' It is a most unnecessary, unjustifiable and uncalled for practice, which is responsible more than anything else for the frequent visits of the sheriffs to the grocery trade. There is absolutely no good reason for this, and your bargain hunters who get an article at cost or less know that you expect to make it up on something else, so that now such customers confine themselves to cut-price goods.

"Groceries are the last articles on earth upon which a person should be compelled to 'cut prices.' They are necessities; they do not, like millinery, go out of fashion, nor, like hardware, get rusty and useless, and moreover, are in constant demand, and the whole people must have them. Yet the very articles that sell the most readily are usually the ones on which prices are cut. If you insist on this pestilential practice, cut on something that will not sell, not on something that is staple. That needs no cutting. These 'fake' leaders are the burying ground of the grocery business. What a vast Necropolis they represent in the last ten years!

"The largest retail house in Detroit, the most notorious 'cutter' in that state, went under a few years ago to the tune of $250,000. They were too generous with other people's goods. On this occasion they could not compromise with their credits for the customary 25 per cent on the dollar.

"Remember, that when by 'cutting' you are trying to draw trade, you will find scores who will follow your example, and some, in sheer desperation, will attempt to go you several points better. You on one article, they on others, until all the best and most staple bands are 'dead as a herring,' so far as any margin is concerned."

INTRODUCING RUHSTALLER BEER

Harry Roesler is the San Francisco Manager for Ruhstaller's Brewery of Sacramento. He is intdroducing the "Gilt Edge" lager of this concern to the trade and is having very fine success. Mr. Roesler's office is at 1451 Ellis Street, telephone, West 203.

CANNERY CORPORATION

The Central California Canneries has filed papers of incorporation. Capital stock, $500,000. Stockholders W. J. Hotchkiss, C. R. Bishop, J. H Spring, L. Titus, J. R. Miller; place of business, San Francisco, Cal.

BRITISH COLUMBIA

Vancouver. O M Fox has succeeded J. A. Gray, grocery and hardware

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Oakland.

Monday and Tuesday.

Date, September 24th-25th.

State Grocers Convention. Be there.

Promptness is not hurry.

Smile—good salesmen know it wins.

Stick to the truth—nothing is so good.

Be a booster—knocking is a waste of time.

Talk with your man, not at him, or to him.

"Soldiering" is a prolific cause of losing jobs.

Get your discounts and increase your profits.

The pleasanter you look the pleasanter you'll be.

The clerk who thinks for the store thinks for himself.

Know your stock as well as you know your way home.

The man who drinks at night, usually soldiers the next day.

A good system will produce more work, and a better quality.

The store floor is not a waste basket nor the counter a catch-all.

A good time to look pleasant is when the customer comes in.

Foster the habits of promptness, thoroughness, and decision, by system.

Don't argue—stores are not court rooms. What a customer asks for he wants.

A "thank you" is part of every transaction. "Thank you" can always be given in change.

You know how you would like the salesman to act if you were the customer—that's the way.

Be cheerful—cheerfulness is catching; there is always room behind the counter for a smiling face.

To get the customer's attention, give him yours; the man in front of you is entitled to all your attention.

Hand things—don't toss. or throw, or tumble them out. Always keep your stock of politeness full.

Say, "Thank you" every time—say it cordially; just keep in mind that "thank you" is a trump card.

Make the service you give as good as the goods you sell; every customer should have a reason for coming again.

The results of your labor can be saved so that you will not have to do things over and over again, by system.

Push your collections, just as if you needed the money and would find the sledding very hard unless you collected it.

Soiled linen should go to the wash—don't wear it. Tidiness in the dress is as important as tidiness in our stores.

No sale is complete until the customer is satisfied. Keep thinking what the man in front of you will say when he goes out.

Griffith-Durney Company believe that with the tremendous shortage in the pack of salmon every can will be marketed at higher prices than are ruling today.

The present prosperous condition of the country offers no excuse for the heavy demands for a grade of coffee that even a poorly paid European workman rejects.

If you learn to say "no" to the man who asks for credit he is not entitled to, you will be able to say "yes" to your creditor when he asks if you will give a check for what you owe.

The material of which potted ham hereafter is to be made is to be inspected by officials of the Bureau of Animal Industry. Nothing can go into it except that which they aprpove.

It is a mistake to handle low grade or cheap coffees at cost with a view of making the good customer, who calls for a good grade of coffee, pay an excessive price in order to average up on profit.

Fruit canners do not know where they stand. The entire trade will be at sea until the end of the season. Orders are not being filled but are being turned down, scaled down or filed for future reference.

The schools have opened, people are back from their vacations and from the lake and camps, and fall trade is activelyu nder way with prospects of reaching a volume surpassing all previous records. The business outlook

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

is highly satisfactory and points to a continuance of the present season of unparalleled national prosperity.

Many wholesale grocers have been mailing "guarantees" to manufacturers of whom they buy goods asking them to guarantee their goods to comply with the requirements of the national pure food law.

There is a stronger tone in spot and future tomatoes, under strong reports from packing sections in the South. Some advices report packers unwilling to take further orders for future delivery in full standards.

Cables from Greece report the tone of dried currant market firmer there.

The pecan crop in Texas promises to be the best in a number of years. The continued rainy weather has had a tendency to make the trees produce well.

It is hard to see why some manufacturers of food products object so strongly to labeling the contents of their package goods. If there is merit in the goods they will not suffer by letting the purchaser know what he is getting.

The McCaskey Account Register promotes health by eliminating worry and that petty anxiety which comes from not feeling the absolute ability to escape the litle, vexing, harassing details that come when your books are not written up.

Educate your customers to keep away from low grade coffees which are full of black decayed beans and injurious to health and educate them how to prepare the drink so as to get the greatest satisfaction to the taste and benefit to the human system therefrom.

Push the goods that bring you profit. It is a shame for the grocer to be a mere bundle-wrapper for someone who thinks he has such a hold on the public demand that he can make you handle his goods without paying you for it. You will never get rich selling goods for less than it costs you to pay for the articles and your expenses.

There may soon be something doing in tomatoes of the new packing. Prices both in the East and in the West are likely to go higher very shortly. The opinion is based upon the poor yield of the crop so far and the "watery" character of tomatoes. It is said to require three tomatoes to make an equal bulk with one of normal packs and years.

It is seldom the man who has the ability to sell cheaper who really does so. The dealer who is conducting his business along really economic lines usually understands to a nicety what it is costing him, and applies the same accurate system to his selling as to other departments. The man who does that will seldom be found in the ranks of those who cut prices to get trade.

After a couple of years of agitation and the passage of strong anti premium resolutions, the premium evil is about as bad as ever. In a few localities where the retailers have had "the courage of their convictions" and have not merely resolved but have acted, manufacturers have quickly discontinued their premium schemes which illustrates that merchants can win out in this fight against premiums if they are united and really in earnest, and that's the only way they can win.

There is a marked difference in the ability to sell cheaper than your competitors and in attempting to sell cheaper. The one shows plainly that the merchant has used greater foresight in taking advantage of his opportunities, is probably forehanded enough to discount his bills and has his store service systematized so as to eliminate unnecessary elements of expense. The other is a prey [illegible] indication that the dealer [illegible] is one of the [illegible] that make for [illegible].

Retail [illegible] should see [illegible] that the [illegible] goes into effect [illegible] every retail [illegible] States who [illegible] another [illegible] for sale in the original unbroken package. It is [illegible] the meaning of the law he can be punished in the government to the same extent as the person who shipped the goods. Protection is afforded the retail grocer [illegible] secure a written guarantee from the manufacturer or wholesaler from whom the receives the goods. This guarantee must state that the goods are not adulterated within the meaning of the law. [illegible] insist on a guarantee.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION
.. CREAM ..

AND BE

"The Modern Milkman"

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.



THE WESTERN MEAT CO'S NEW PLANT.

The Western Meat Company has commenced the erection of a plant on their own property at the corner of Sixth and Townsend Streets. This plant will occupy an entire half block.

The Townsend Street side of the building lies along side of the railroad track. This will prove of immense advantage to the Company in loading and unloading its goods. As will be seen from the cut which we print herewith the building will be substantial and one of the most attractive in this part of the new San Francisco. The new building will include a complete plant for the smoking of products and the re-shipping of products of the same.

There will be a special department devoted to the canned goods put out by this concern. Another department will be devoted to the handling of fresh meats. At the present time the business of the Company is being done at its big plant at Baden. There has been no time when the distribution of meat in San Francisco has been neglected. At present the center of distribution is at 18th and Harrison.

NEW CERIAL BUILDING

The Albers Brothers Milling Company, successors of the Seattle Cereal Company, has completed its new building and warehouse at the foot of Massachusetts street in Seattle, Wash. The plant has track facilities for twenty cars and the wharf is constructed so that the largest vessels can discharge and take cargoes. The company is installing the very latest machinery for manufacturing cereals. The capacity of the mill is 500 barrels of cereals and 100 tons of feed per day. Besides the cereal business the company is exporting large quantities of grain.

The Rothenberg Company

Formerly 117 Battery St.
San Francisco

TEMPORARY LOCATION

Seventh and Franklin Sts, Oakland



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

FRESH STOCK OF

NUTRITO

Just Arrived

Rochdale Wholesale Company

Distributing Agents

THIRD AND CENTER STS., OAKLAND, CAL.

What? Only 50 cts. for the Autqmatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increaseed sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Two advances of 10c. each were made by the Western Sugar Refinery on Sept. 12th. On Sept. 14th, there was another advance of 10c., followed by a fourth 10c. advance on September 17th. Granulated is now quoted at $4.95.

New York, September 20th.—Raw sugar remains firm at 4⅛c for 96 deg. centrifugals. Granulated, 5c.

New York, Sept. 6.—Willett & Gray report:

"The supply of sugars remaining unsold of the Cuba crop has now reached a point so small that the offerings for sale have nearly ceased, creating a very dull and lifeless market for raw sugars. At the same time, these conditions naturally produce a steady, firm tone to the market, which is held up also by the continued upward tendency of the European beet sugar markets, caused especially at the moment by the outlok in Cuba, which, owing to the insurrection, throws some doubt on to the coming crop of sugar."

New York, N. Y., Sept. 4th.—M. G. Wanzor & Co., report:

"Row sugar has traveled along up to 4c because trade conditions warrant that price. Advances have been slow but each step taken has been planted on fire ground. New conditions have made the changed prices. Cuba crop has turned out 100,000 to 150,000 tons less than was predicted. The world's consumption was increased by low prices. The invisible supply was fully replenished. At the present time, the revolution in Cuba interferes seriously with grinding operations and unless laborers can be secured, much cane will rot in the fields. Europe has gone on advancing prices because of the news from Cuba This is due to the fact that if the Cuban crop is late. American refiners will be forced to buy additional quantities of European beet sugar."

MAPLE SUGAR.

"The large bulk of pure maple syrup in the country is held by a very few dealers and as far as we are concerned is nearly all contracted for. The demand is very good and prices firm. What syrup there is unsold will go with a rush as soon as the season opens up."

Quebec, Sept. 1st.—J. B. Renaud & Cie report:

"The stocks in the United States are very light. Vermont sugar is practically all sold. Our crop was much smaller than last year and less than expected in the spring. The demand for Canada has been much larger than in former years. We expect very high prices shortly."

COFFEE.

Leon Lewin says:

"The market is very firm, and stock in first hands in San Francisco is very small—about 12,000 bags. Eastern coffee is coming in to supply the deficiency until the new crop arrives from Central America. Trading on Salvador to arrive is fairly active, though none will come in until December. In my opinion the new crop of coffee will be considerably lower, as crop and other conditions would seem to justify that result."

New York, Sept. 6—Willett & Gray report:

"We advocate caution in regard to liquidation and stop orders through the danger of in the mater of underestimating the capacity of the Brazilian government as far as putting its valorization plans into operation and because the actual merits of the Coffee position itself are ready to [illegible] much higher prices. A heavy speculation in Brazil followed the passing of the Valorization Bill. These speculators could not take care of the merchandise and were simply obliged to liquidate when settlement dates arrived. The speculators not the planters, lost the difference. The lower firm offers are attributed to this. The actual markets, especially in Santos, have ruled on a much higher basis than speculative firm offers.

"Every Coffee man knows of the urgent necessity for supplies in consuming markets. The amount of Coffee that came into sight in August was about 2, 250,000 bags. In Europe and the States the August deliveries were 1,465,000 bags. The European port stocks are 25,000 bags less than last month and the afloats from Brazil on September 1st only equal to a month's

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

CALENDARS

$2.50 to $10.00 per 100.

Reductions on Big Orders.

ALL SIZES
MANY DESIGNS

Samples at our Office



Phone West 3067.

1714 Webster St. San Francisco, Cal

port deliveries. The New York stocks of Brazil Coffees continue about 1,250,000 less than January 1st, and the commercial gradings are missing.

"A feature of the greatest importance is the outlook for the growing crop, the significance of which has been repeated in these columns for weeks past. The flowering season is at hand, but no flowering apparent. Most reliable and conservative advices report the trees in a very exhausted condition. Continued drought would introduce the question of crop failure because of this condition of the trees, while if favorable weather should come at this juncture, it looks like only a small crop at best."

RICE.

M. J. Brandenstein & Co. says:

"The rice market is very firm. Head rices are now quoted at $6.50 to $7.00 per hundred."

New York, Sept. 11th—Dan Talmage's Sons' Co., report:

"Demand for the week has been seasonable. Buyers are not anticipating wants, but receipts being light, are quickly taken up at full figures. There is no accumulation and spot stocks are less than for several years past. Orders in hand indicate imperative needs.

"Advices from the South note waiting market on the Atlantic Coast. No new crop has been received. Cyclone last week passed out to sea, very much to the relief of anxious planters. At New Orleans, market is strong and active; sales the past week largely in excess of the average of any equal period last year. Prices are firm with reported advance. In the Interior—Southwest Louisiana and Texas—rain has interfered with harvest in some districts. Mills are getting in shape for season's work, but offerings are light.

"In general, it may be said that practically all of the receipts so far of New Crop, have been from the Mississippi River Parishes. Earlier estimates had put the crop in that quarter at fully 500,000 sacks, but estimates are being revised and it is now thought that there may be 450,000 and possibly not over 400,000 sacks. Be the crop what it may, there has been a steady hardening of the Rough Rice market during the past week, prices advancing on Fancy New Crop Rough from $4.00 to $4.35 per barrel of 162 lbs each. There has been no corresponding advance in Cleaned; and the outlook therefore favors some hardening of values therein. This is especially true of Extra Fancy, which at present prices (considering quality) is cheap—much cheaper than last year this time—and cheap at any time without regard to the size of the Crop, whether the Crop is big or litle. While the main Crop is still to come on the market, it may be noted that growing and maturing conditions have been satisfactory, and therefore high average quality expected. At present ratio of demand, the "River Crop" will be disposed of before the greater southwestern crop is ready for enlarged movement.

"Cables and correspondence from abroad note very strong conditions. Transactions restricted account of high prices asked."

DRIED FRUIT.

A leading dried fruit interest, in speaking of the situation, says:

Prunes are drying away very much and large sizes are extremely scarce. Growers are very much disappointed in the output as to sizes. Prices are now firmly fixed on a 2 1-4 to 3 1-4 cent base.

Peaches are firmly held at 10 cents. The crop is not nearly so large as was anticipated earlier in the season.

Apricots are in good demand and hard to obtain.

Pears—There has been a large crop and prices range from 7½ to 9½ cents.

Almonds are very scarce and high. Nonpareil range in price from 17 to 18 cents; IXL from 16 to 16½ cents. Ne plus ultra from 15½ to 16 cents and Languedocs are held firm at 12½ cents.

The prices of raisins have advanced and are quoted as follows

2 Crown London Layers, 20 lb box $1.1
3 Crown London Layers, 20 lb. box 1.2
4 Crown Clusters, 20 lb boxes 1.
5 Crown Dehesa Clusters, 20 lb bx
6 Crown Imperial Clusters, 20 Lbs
Fancy Seeded, 36-1lb cartoon to c
Fancy Seeded 4-12 oz cartons to c
Choice Seeded, 36-1 lb cartons to c
Choice Seeded 15-12 oz cartons to c
2 Crown loose Muscatels, 20 lb bx
3 Crown loose Muscatels, 30 lb bx
4 Crown loose Muscatels, 50 lb bx
Seedless Muscatels
Seedless Sultanas Unbleached
Green Ribbon Seedless Sultana

EVAPORATED APPLES.

New York, Sept. 11th—Delmarle Bro-



Highest Grade Chart Scale ever made. Capacity 30 lbs.
$55.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

& Co., report:

"The market on evaporated apples the early part of the week was weak and declining, and sales were made for October at 5 7-8 c., November at 5 3-4c and December-January at 5 1-2c.

Newark, N. J. Sept. 1st, E. V. Pierson & Co., report:

"York state has about half as many apples again as last season; quality is fine. Southwest has one of the largest crops ever grown—this cuts off green apple trade. Europe has large soft fruit crop. We can see nothing ahead that indicates high prices this season."

Chicago, Ill., September 1st., J. A. Lamon reports:

"Packers of evaporated apples throughout Michigan, Ohio, New York, Pennsylvania, and the entire fruit belt outside of New England, states, are encouraged in holding off on evaporated apples through the high price of California dried fruits. As a result of their confidence that the market will take an upward turn before the Fall stock is ready for shipment, very little business is being done."

IMPORTED DRIED FRUITS.

New York, N. Y., Aug. 31st.—The Hills Bros. Co. report:

Currants.—There is little likelihood of lower prices being seen. Buyers are now placing large orders in anticipation of their wants. The total tonnage of the new crop will be somewhat under that of last season. This has produced a stronger feeling in the Greek market, and higher prices from that quarter are to be expected.

Figs.—Owing to the heavy demand for early figs, opening prices were somewhat higher than last season.

New York, N. Y., Sept. 4th—The Greek Currant Co. report:

"Our cables during the last week show a gradual hardening in price for new crop currants, and with the opening of this month prices have been placed on a higher basis than they have been for a number of years past. Since the rains which fell very generally over the currant districts on or about the 22d of August, the market has sustained an advance of 1-4c per lb. We can see no reason for a further advance at this time although it is probable that the market will continue its firm tone for some time."

WALNUTS.

Fullerton, Cal., Aug. 25th—E. R. Ameridge reports:

"Walnut harvesting will be some weeks earlier this season than in previous years. Crop estimates do not improve the yield. So many walnuts have dropped that the former estimate of a larger yield will be somewhat reduced."

PECANS.

De Witt, Ga., Aug. 30th.—Herbert C. White, 2d vice-president and horticulturalist of the G. M. Bacon Pecan Co., reports:

"The pecan crop promised to be a good one. The almost continuous rainy weather should cause the nuts to be especially filled and of maximum size."

Tyler, Tex., Aug. 27.—The Walcott Gro. Co., reports:

"State papers report good prospects for a large crop of pecans this season. There is a general impression that we will have plenty to go around."

IMPORTED NUTS.

New York, N. Y., Aug. 31st.—The Hills Bros. Co., report:

Almonds of all descriptions are firmly held. A few bags of French softshells at 9 1-4 cents, considering the strong position, are on a moderate basis. As soon as the usual fall demand begins, the trade will realize that almonds are very scarce, and a higher market is almost certain to be seen.

Walnuts, spot stocks are light, and only trifling quantities of the old crop remain in France to be shipped during the coming month. It is thought that the total stock of old crop will be hardly sufficient for the early fall trade.

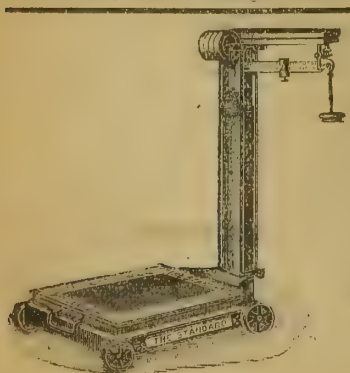
HONEY.

Denver, Colo, Aug. 29th.—F. E. Rauchfuss, manager of the Colorado Honey Producers' Association, reports:

"The crop of comb honey is very good in some localities of this state. In other sections the reports are from poor to nothing. Quality is very good this season."

BEANS.

Bray Bros. report, under date of August 30th: "We do not look for any lower prices in pink beans, but do not expect the market to advance any further for some time. Bayos are very weak. The crop throughout the state has never looked beter. Indications are that the crop of limas will



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Best People On Earth

EAT

Best Prunes On Earth

FROM

Best Place On Earth

Los Gatos Cured Fruit Company

Growers and Packers

Fancy Santa Clara Valley Prunes

DIRECT
From Orchard where
GROWN
to the
DEALER

Los Gatos, California.

Write for prices. We guarantee satisfaction in every respect. Give us a trial order. We will sell it to you at the right price.

amount to 800,000 or 900,000 sacks."

Adolph Koshland reports, under date of August 29th:

"With the exception of pink beans the market is showing a downward tendency and lower quotations are possible on almost the entire line. Last year a big proportion of the crop was sold ahead at this time and dealers had contracted large quantities from growers. As a result requirements were so large that when the harvest came, prices advanced sharply after the first two months of the new crop. This year few beans have been sold ahead and a large crop will come into the market unsold. It is, therefore, reasonable, to look for lower prices. The crop in pink beans is short and prices should advance."

Indianapolis, Ind., September 1st.—F. M. Johnston Co. report:

"Lima beans are easy both in prompt shipment and futures. Futures are not likely to get any lower than $3.25. If they decline to $3.25 they will not stay at that figure for any length of time since last season's output was practically consumed and the output for 1905 crop is much better than $3.25."

CANNED FRUIT.

It is practically certain that all the fruit that will be canned in California this year has already been contracted for and sold. The buyers will have to take whatever size delivery they can get. What the eventual result will be or to what degree orders will be cut down and prorated only the end of the season will tell.

CANNED PEACHES.

Baltimore, Md., Sept. 7.—The "Trade" reports:

"Peaches in general are slightly higher on all grades. Spot goods are very firm. Holders are not anxious to sell, believing that prices will advance later."

Baltimore, Md., Sept. 1st, H. H. Taylor & Son report:

"Thousands of baskets of peaches have been lost to the growers this season by rotting before they were fit to pick, and the ground under the trees has been covered with this kind of fruit. The pack will be very short, and many of the packers are confident they will not be able to fill orders they have already on their books."

Baltimore, Md., Sept. 1st., Thos. J. Meehan & Co., report:

"Further unfavorable reports concerning the crop conditions are coming in from all the districts in the peach-growing sections in this part of the country without any exception."

CANNED PINEAPPLE.

Baltimore, Md., Sept. 7.—The "Trade" reports:

"Pineapple will probably hold steady at the present price for the next sixty days."

CANNED VEGETABLES.

Pears and peaches have kept the canners so busy that the ripening tomato crop had to await its turn. The weather conditions have been perfect so that there are splendid tomato crop prospects. The bean canners have been active for some weeks and have sold nearly all of their pack. Peas are about exhausted.

CANNED TOMATOES.

Baltimore, Md., Sept. 7.—Most of the articles that might have been helped by having the frosts hold off have been ruined beyond recovery during the past month. There has been an advance of 2 1-2 to 5c on standard 3's, which are now noted at 75c to 77 1-2c. There is a good inquiry for futures. Spot 3's are quoted at 80c delivered. Advices indicate a shortage in the South, but a normal pack in the West."

Abercern, Md., Sept. 3d.—Strasbaugh-Silver Co. report:

"We have had from 4 to 6 days rain in various packing centers during the last week. We have passed through one of the most unprosperous packing seasons, last year not excepted, that has ever been known in this section. Tomatoes, instead of being 10c per basket, or $6 per ton in the country, are bringing twice that amount, and still more in Baltimore. Packing house help is demanding unheard-of prices, and it is impossible for almost any packer to obtain all the help he wants even if he is willing to meet the advanced ideas of those who demand more money for shorter hours. The independent can manufacturer has found it necessary to advance his price about 10c per hundred for cans.

The case man is asking from 1 to 2 cents further advance for cases, and solder is about 6c per pound or 40 per cent higher than in previous years. The nominal price of 3s Standard country packed tomatoes is 75c. Should there be any amount of buying and should buyers demand the new packed goods, these figures would quickly fade away.

Baltimore, Md., Sept. 1st.—H. H. Taylor & Son report:

"The wet season has undoubtdely ruined a large part of the crop of both tomatoes and peaches. In a small way, Baltimore pack Standard 3's are quoted at 80c and we hear that 77½c has been declined on considerable business in regular weight."

CANNED CORN.

New York, Sept. 5th.—The special correspondent of "The Trade" reports:

"Crop and pack prospects are reported favorable in most quarters. It is impossible to say yet just how the output will compare with last year or the year before."

Aberdeen, Md., Sept. 1st.—Strasbaugh-Silver & Co. report:

"We have never seen a more unfavorable weather record during the corn-packing season. It is exceedingly difficult as yet to secure samples of anything but standard grades of corn. The fancy and extra fancy article has not been put in the can. Without a change in weather conditions, such

ASPARAGUS.

New York, Sept. 5. The special correspondent of "The Trade" reports:

"There is not enough asparagus to go round. The size of the pack is still uncertain. Until this is known the market must remain unsettled."

SALMON.

A leading salmon packer says that the only notable feature is the exceedingly small pack of pinks and chums and in face all cheap fish. Packers are now very busy shipping to the East, where a strong market prevails as well as locally.

Astoria, Ore., Sept. 10.—The Fall fishing season opened at noon today. The canneries that will operate are the Alaska Packing Company at Altoona, Columbia River Packers' Association at Eureka, Falabgos at Clifton, Seaborg at Bay View, Megler at Brookfield and McGowan at McGowan. Several of the cold storage plans will take fish for packing and freezing."

New York, Sept. 5. The special correspondent of "The Trade" reports:

"There is a fair jobbing business in future red Alaska at the opening basis of 95c. f. o. b. Coast on association and other well-known brands. Some of the interests outside of the principal holders have been selling at 2 1-2c under the regular quotations but the quantity they offer is not large enough to make any difference with the market. The general buying movement has started the offerings of several well known brands already. Local jobbers have supplied a large share of their wants. The spot market is easy, with red Alaska talls offered freely at $1.05. Some sacrifice might be possible on a firm offer on little known brands. Spot chinooks are firm. For flats $1.85 is the lowest that can be done here. Pinks, Coltos and pinks are firm and rather sparingly offered at opening prices. Deliveries on Columbia River salmon will be slow as per usual at opening sales in some instances.

CONTRIBUTED WINES.

Siebe Bros. & Plagemann and Theodore Gier have contributer the wines that will be served at the banquet of the State Grocers' Association.

Geo. Golder has opened a store on 14th street near Market.

E. Cornwell & Co. are at 710 Harrison street.

Steen-Bunquerez Co. are at 10th and Harrison streets.

CIGARS AND TOBACCO.

Ed Gilien, well known to the cigar trade of the Pacific Coast from his long connection with the A. Coolot Co., has opened offices at 11 Steuart street, and engaged in the wholesale cigar trade on his own account.

Uri's cigar store, formerly located at Gobey's famous restaurant at 228 Sutter street, has opened on Post street, between Polk and Van Ness.

The United Cigar Stores Co.'s establishment at Turk street and Van Ness avenue will soon be opened and work is progressing rapidly on the one on Market street near Powell.

The Tobacco Exposition, which opened recently at the Madison Square Garden, New York, is reported as one of the most brilliant ever held by any trade in that historic amphitheater.

J. S. Parry has opened a large and well-appointed cigar store at 1824 Post street, near Fillmore.

Key West, Sept. 1.—A large and most enthusiastic meeting representing the principal business interests as well as the labor interests of Key West, was held in the City Hall this week, when definite plans were laid and steps taken to protect Key West's reputation as a world-famed, clear Havana cigar manufacturing city, and to stop any and all infringements upon the fair name of our beautiful Isle of the Sea by people who have no other aim in view than to reap a benefit which rightfully belongs to the local manufacturers.

"THE TRUST'S BLACK FLAG."

Detroit Editor Pays His Respects to National Cigar Stands Scheme.

Agents of the Tobacco Trust have been making strenuous efforts to hoodwink Detroit druggists with their National Cigar Stands proposition, and this has led the able editor of the Union Advocate to pay his respects to the Trust and its scheme in the following vigorous fashion:

"The methods of the Tobacco Trust are the same as the Standard Oil. If a man refuses to be caught in the Trust's web, they open cigar stores next door to the defiant proprietor and sell cigars at a loss.

"Thus, in defiance of economic justice a man's business is ruined, and the work of a lifetime goes for naught.

"It is monstrous.

"It is so far from the old business maxim: 'Live and let live,' as pocket picking is from strict integrity.

"It is industrial assassination.

"The Trust's black flag, wherever it appears, means no quarter, walk the plank, death to all.

"The Advocate wishes to emphasize the point that the retail cigar trust hits the unions as hard as it hits the retailers, for the reason that union cigars are tabooed and non-union brands have all the sale.

"This means a low wage for the workers in the Trust factories.

"It means that the money which should go into the pockets of the employes is squandered in the decoration of the palatial stores throughout the country.

"It means that the Trust is not content with a monopolization of the productive force in the tobacco industry, but seeks a monopoly in the distributive field.

"It means that the retail cigar dealers of the United States will have to join the ranks of the wage workers.

"It is the duty of every man to shun these stores.

"Patronize home industry.

"Buy union label cigars.

"Shun the scab product.

"Remember the history of other trusts: Once the monopoly is established, extortion is the word.

"Monopoly spells extortion. It has spelled it before. Be not deceived."

INSPECTS STICKY TERRITORY.

C. R. Truax, manager of the Sticky Fly Paper Co., of Grand Rapids, is in San Francisco during a tour of the Coast. Mr. Truax says that the policy of his company has made its product the most desirable fly-paper for the jobbers to handle. Since the necessary quality is there, too, the sales have increased by leaps and bounds. R. A. Holcomb & Co., the local agents, were fortunate in having a large stock at hand immediately after the fire. As a consequence, many new friends were secured for Sticky who might not have tried it for years otherwise. They have all remained friends.

GROGAN CONFIDENT.

Famous Lawyers Will Decide the Right to Fix Prices.

Lines are set for a hard fight over the mater of the right of Chas. P. Grogan to fix the prices at which his famous "Purity" olive oil should be sold. There is plenty of money on both sides to see the case through.

Mr. Grogan is puting up a large sum of money in this matter and is confident he will win.

Chaffee, the cutter, has secured the backing of several of the leading cut-rate merchants and there will be no lack of money in the defense of the suit.

Grogan has retained Judge Chapman, one of California's greatest constitutional lawyers. Judge Chapman is to be assisted by City Atorney Mathews.

MASON, EHRMAN & CO.

Portland, Ore.—Mason, Ehrman & Co., wholesale grocers, are planning to erect a six-story brick building on the southwest corner of Fifth and Everett streets next spring. Their present quarters in the Haseltine four-story brick building at Second and Pine are proving too small for the growing business, and besides this their lease expires there next year.

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. ... ..., 2.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50
Barkeeper's Friend Powder, gr. $18.00
U. S. METALLIC [illegible] PASTE
is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
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GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...$	.80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

J. A. GAMBLE
REPRESENTING
PLUG AND TWIST DEPARTMENT
of
...The...
American Tobacco Company
Temporary Office
906 BROADWAY, OAKLAND

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF AN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Association for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. **Phone West 5067**

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

CLERK'S CORNER.

Suggestions That Will Add To the Clerk's Value To Himself and the "Boss."

VALUE OF REPUTATION

Constituents That Go To Make Up Success For a Clerk

Loyalty: truth: honesty.

These are things about which one cannot write too forcibly nor too often. Loyalty is being true to your task, or your obligation. You cannot be true without being honest.

Truth is honesty and loyalty.

Honesty is all three.

Every day we read of the failure of a bank or trust company. Investigation invariably shows us that some one man or group of men has become intoxicated by the opportunity to defraud hundreds that they may gratify themselves.

From the bank president and his million-dollar grab down to the grocery clerk and his trifling pilferings seems a far cry. Yet the way their fall begins is the same.

Minutes of time taken from your work, or indifferent performances of your tasks which rob your employer of the earnest work to which he is entitled, constitute actions precisely as dishonest, therefore as untrue, therefore as disloyal as the taking of a quarter from the cash drawer. It is the weakened moral fibre that counts, more than the act itself, if that were possible.

In all stores there are occasional shortages in the cash balance. In every such instance you will know that certain of the help are not suspected at all—never are.

In all stores there is a certain amount of lying and stealing—which, as I have said above, are but varieties of the same trouble. In many cases there are sufficient proofs of it.

In all stores there are some who will do their work well under all circumstances. These are never suspected of the meanness and the theft.

A reputation of strict integrity is a very valuable asset.

A trifling beginning may lead to its utter loss.

PAY YOUR DEBTS.

It would be well if all employers of labor, large and small, gave notice to their employes, where complaint was made, that they would be expected to pay their debts if they continued in service. We note that the large corporations, upon complaint of merchants, have posted notices warning employes that they must pay their lawful debts, says **The Scranton Times.**

Doubtless the claim will be made by certain people, that it is not an employer's business what his employe does, when not at work, that his debts, his going and comings, and his private affairs are no concern of the man he works for, as long as he fulfills the duties assigned to him for which he is employed.

We believe a man who is not fair, just and honest with himself, who will attempt to cheat, wong or abuse a trust is not able to do his full duty to his employer, and needs watching. An employer has a right to know whether his employes are addicted to immorality, dishonesty, to wasting his or her time in dissipation, whether he or she is honest in her or his dealings with others, and what efforts are being made to better their condition. Upon this should depend in large measure, promotion and advance of salary.

A person who will take advantage of credit, of kindness and friendship, given in time of stress, and makes no effort to repay the debt, is not only an ingrate, but is dishonest; no man or woman with a clean conscience, of upright habits will repudiate or refuse to pay his or her obligations. We all understand that sickness and misfortune and circumstances may at times compel some people to pay their bills or debts in dribs, or as best they may. These people are honest, but the ones in question are those who make no honest or valid excuse and intend to cheat their creditors. People who spend their money in unnecessaries first, dissipate their wages and let bills accumulate at their boarding house, butcher, milkman, storekeeper, doctor, etc., ought to be made to pay their lawful debts, and the warning of the corporations to such employes is in the right direction.

ATTRACTING TRADE.

Prompt Service Wins For Wisconsin Dealers.

Hjermsted & Nibbe, Chippewa Falls, Wis., in "Success Store Snap Shots," say:

"In talking with one of our esteemed customers the other day, he chanced to remark: 'One reason why I like to come to your store is because you always wait upon me the minute I enter the store, and my goods are always ready when I come back for them.'

"In the majority of the letters we received from our litle boy and girl friends in response to our question, Why they and their parents liked to trade at The Success Store ? the first reason was because here they were waited on promptly and courteously.

"We do not hesitate in saying that statements like these please us greatly for they show that our friends and neighbors appreciate our efforts in giving them prompt and satisfactory service, and that they are willing to show their appreciation by favoring us with their patronage.

"It is not more than fair that you, when you favor a store with a call, should receive prompt service in return, but you know some stores are lacking in this respect. At The Success Store, however, you are always sure of getting your wants attended to without delay, and you never have to waste one moment in waiting for your goods.

"It keeps all of us hustling, of course, all the time to get your orders filled before you expect it, but that's what we are here for.

"And you just continue to keep us hustling, please, for we like it. It makes us wear 'the smile that won't come off.'"

A Doughnut Sale.

P. M. Reilly & Co., of Missoula, Montana, decided to "startle the natives," with a special sale, new, novel, original, round, twisted, doughy, brown and well done.

They operate a bakery in connection with their grocery. So one day they advertised doughnuts to all comers at 5 cents a dozen—cash. Every one of their relatives wanted doughnuts. Trains stopped at the station long enough to enable crews of trains and passengers to buy. When the day closed, Reilly & Co., counted the missing doughnuts, and found that they had sold 16,000 doughnuts, and much coffee and other groceries.

It was a excellent advertisement.

The Post Card.

Tim Sammons of Monterey, Minn., has been using the postal card, folded three times and held together with a sticker, to advertise special sales and desirable bargains. Mr. Sammons says: "I have been using the postal card since last September and for a trade-puller, I have never seen its equal. It does wonders."

Cheap Dodgers.

We do not believe that there is any money to be made through the use of cheap dodgers, cheap wrapping paper, or cheap stationery. To a certain extent stationery is the index of the man, and the stationery of a store is also, to a certain extent, a reflect of the store.

Common brown paper, bad wrapping and unsightly bundles will drive away much trade. Letters on cheap stationery are often consigned to the waste basket as unworthy of attention.

Paper that costs a little more, makes a neat bundle when properly wrapped. It gives an individuality to a store. Every retailer should use some one color for all wrapping paper, also for circulars, dodgers, etc., and let it be a good color as well as of a fair quality. Let your office stationey be high grade.

Stationery that shows ink through is not good enough for you to use.

SELL MANY CRACKERS.

Mr Ritchie Dun of the American Biscuit Co reports that their local sales of crackers (in California, Arizona and Nevada) are fully as good as those of a year ago. They could sell even a greater quantity if it were not for the fact that they have not the capacity to send out more goods owing to shortage of tins, etc.

AMUSEMENTS

DAVIS THEATRE.

Standing room only is the well-deserved sign put out by the Davis Bros. nowadays at their theatre on McAllister street above Fillmore. The condition is well deserved. Harry James' "Travesty Stars" are presenting "Hoity-Toity." Through the stage managership of George Lask, the performance is made one of continuous snap and ginger. Rice and Cady and Bobby North are augmented by Matt Trayers and all have very funny roles. Lily Sutherland adds to the beauty of the stage pictures and with Rosemary Glosz helps make the music of the piece worth while. There is an augmented chorus and much pretty singing, dancing and costuming. The show is making a deserved hit.

CENTRAL THEATRE.

Kolb & Dill and Ben Dillon are in their second week at the Central Theatre with "Lonesome Town." The two chief comedians are as funny as ever. The show is full of laughs although it lacks the action and spontaneity of the frothy nothings that made the big hits at Fischer's. There are a lot of pretty girls and some good singing and dancing with numerous beautiful stage effects.

THE CHUTES.

They are drawing big crowds to the Chutes. The hot weather makes it easy to interest people in a place where water plashes and there is a chance for rapid transit. The Orpheum show in the big theatre is especially interesting, every number being a headliner.

INCREASING ATTENDANCE.

William Smedley, secretary of the Philadelphia Retail Grocers' Association, says:

"The secretaries should make an effort to become acquainted with the ideas of every individual member and should endeavor to bring such matters to the attention of the meeting as will be of interest."

The above, I believe, is the solution of the problem of increasing attendance at meetings. Many men who are loaded down with the cares of business are not easily tempted away from home at the close of a day's work. They must be made to feel that **something of great concern or interest demands their attention,** if you expect them to attend the association meeting. They must be made to feel that their atendance is of the utmost importance to the association.

The secretary is the person, with the assistance of the president, to plan and bring to the minds of the membership those things which he knows demands their attention and which, through the hurry and excitement of business cares, he does not have time to consider.

Let me say to the secretaries of the different associations that it is of the utmost importance to you, as secretaries, that each give this matter the most careful consideration, and provide for taking up the attention, a program of thought that will make each one feel as though it were absolutely necessary that he had attended not only that meeting, but that it was necessary he be at the next.

John A. Green, President.

"GILT EDGE" GROWS.

Wichman, Lutgen & Co., proprietors of the celebrated "Gilt Edge" whiskies (rye and bourbon) are to build a three-story and basement building, 45x137½ ft., at the corner of Market and Fremont. They report a remarkable increase over the business of similar months last year.

PLAN ADVERTISING CAMPAIGN

Hills Bros. are new well settled in their new home on Howard street near New Montgomery street. Trade with them is ahead of expectations, and shows every indication of steady expansion. An advertising campaign in the daily papers will shortly be begun which will unquestionably tend to still heavier demand, and will certainly be of material help to grocers who handle Hills Bros. teas and coffees.

SHOW BIG DEMAND.

Snider Goods Show Satisfactory Results to Manufacturers and Dealers.

The John H. Spohn Co. report having booked unusually heavy orders for Sninder goods, and in view of the very extensive advertising being done by the T. A. Snider Preserve Company in magazines and journals reaching the home fireside, dealers who have stocked heavily have reason to congratulate themselves, as they can reasonable expect that greatly increased demand from consumers will result.

Snider goods are always a source of comfort to the dealer, as he knows from experience that when they are stocked they are half sold, and there is never a word of complaint from customers.

Snider's Catsup, Snider's Oyster Cocktail Sauce, Snider's Pork and Beans and Snider's Chili Sauce are all household words, known to the tables of the best livers as thoroughly reliable and dependable.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

Scheer, Morehouse & Grandi

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco, foot of Spear St.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

Jack Henderson Series

FOR SUMMER READING.

MIRTHFUL BOOKS IN UP-TO-DATE SLANG

A Series of Books by Benj. F. Cobb, written in the catchy slang vein which to-day is so prevalent. These books are the best issued and fairly blossom with wit and humor. Bound in cloth gilt tops, with seven half-tone illustrations. The titles:

Jack Henderson Down East.
Jack Henderson Out West.
Jack Henderson Down South.
Jack Henderson on Matrimony.
Jack Henderson on Tipping.
Jack Henderson on Experience.

Nothing like them for driving away the blues and keeping down doctor bills.

Price, per copy, 50c.; per set, $3.00, postpaid.

For sale at Booksellers or write to Publishers.

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Send for a complete catalogue of Popular Priced Books.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

NEW SAUERKRAUT
PICKLES,
CATSUP,
VINEGAR.
ORDERS PROMPTLY DELIVERED

OURS IS THE ONLY FACTORY IN FRISCO.

Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

NOW
FOR
SNIDER'S
PORK
AND
BEANS
WITH
Tomato Sauce

ANOTHER
CAR JUST IN
Ask Your Jobber

John H. Spohn Co., Agents,
Temporary Address
50-52 Clay St. San Francisco

Get the Best; It Pays.

RICHARDSON BROS.
General Agents
CARY SAFE COMPANY
FIRE AND BURGLAR PROOF SAFES AND VAULTS
131 FIFTH ST., near the Mint SAN FRANCISCO
We have a Stock of Safes on Hand




Stop
Guessing

Handle the article that you **Know** is **Pure** and **Good.**

Handle the article on which you are sure of a **legitimate profit.**

Grogan's Purity Olive Oil is the best that can be made and the selling price is strictly safeguarded.

Costs Less———Pays You More!
Get from your jobber—or send to maker.

CHAS. P. GROGAN, Sole Maker
1744 Alboin St., Los Angeles, Cal.

THE RETAIL GROCERS ADVOCATE

J. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, SEPT. 28, 1906. VOL. 11, NO. 38.

CALIFORNIA

HOME BRAND

NEW

DILL PICKLES

AND

SAUERKRAUT

Now Ready for Delivery

THESE GOODS ARE

Positively the Finest

EVER PRODUCED

BY HUMAN KIND

Most favorable climatic conditions make this possible. Instructions as to how to properly care for "CALIFORNIA HOME BRAND" Sauerkraut and Dill Pickles sent with each shipment. Dill Pickles guaranteed till sold.

Pacific Vinegar and Pickle Works

SPECIAL OFFER TO RETAILERS

On orders received

BEFORE OCTOBER 15, 1906.



FREE The Grocer will get FREE Without Cost.—A 3¾ in. Genuine George Wostenholm "IXL". FOUR-BLADED KNIFE, of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined, with German silver bastion and buck-horn handle—the finest and most durable knife on the market—with the purchase of TWO (2) GROSS 5-ct size X-RAY or ONE (1) GROSS 10-ct. SIZE.

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

1920 Sacramento St., San Francisco, Cal.

Keep Accounts Ready at All Times.

W. A. Hawley, Gen. Agt.,
The McCaskey Register Co.,
1212 Gough St., S. F.

Dear Sir:—In answer to your leter of inquiry will say that we have been using the McCaskey Account Register in our business for three months, and the longer we use it, the BETTER we like it. We really do not see how we could do without it now.

Our acocunts are always ready---no ststements to be made and no book-keeper---saving us at least $60.00 per month. Our Customers Are Just As Well Pleased As We Are, and we would not part with the register for $1000 if we could not replace it.

Yours very respectfully,
C. T. JOHNSON, Mgr.
Enterprise Grocery Co.



WE CAN SHOW YOU How this register quickly pays for itself and continually earns you a profit

Phone Emergency 101.

WM. A. HAWLEY, Pacific Coast Agent.
1212 Gough St., San Francisco, Calif.

Branch Agencies:--Los Angeles, Portland, Seattle, Spokane.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

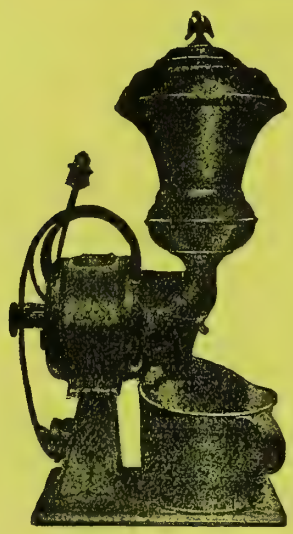
M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

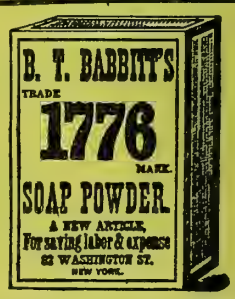


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb, 50 Clay St.
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita.
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros., Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COFFEE, TEA, ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 26 Steuart St.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1242 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg. Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duffie, Agt., 1482 Market.

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"Sapolio," J. P. Gillespie, Agt.
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Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 2975 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 274.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

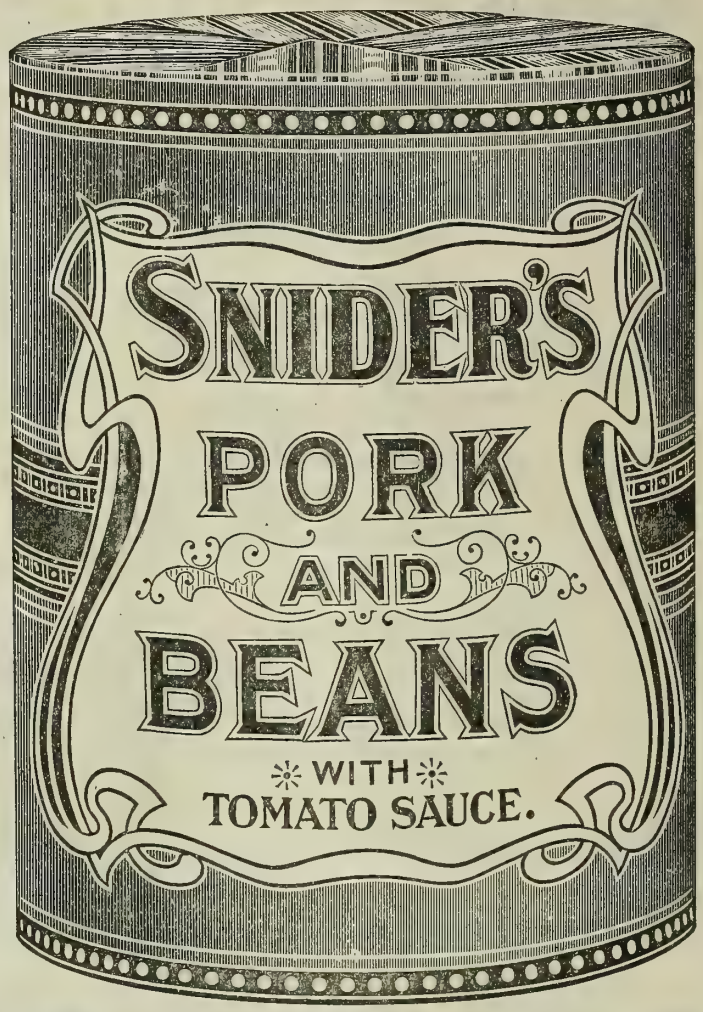
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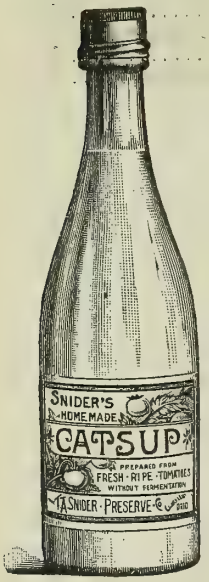
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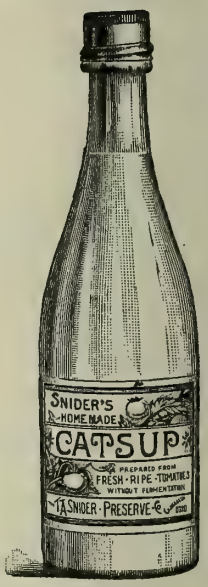
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SNIDER'S

SNIDER'S



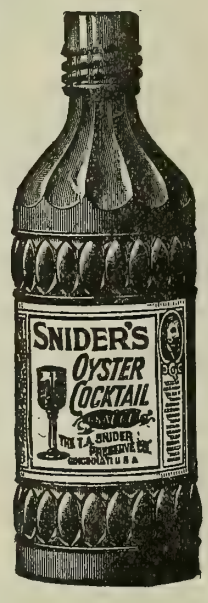














JOHN H. SPOHN CO., Agents, San Francisco.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., SEPT. 28, 1906. NOL. 11. NO. 38.

THE
RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

Advocate Sold.

This paper will belong to the State Grocers' Association after October 1st. This is the last issue under the present management.

Price Lists.

The second issue of October will see a complete price list in the paper. It will be kept up very carefully.

Teas.

There is a shortage in the primary markets and prices in many instances and in the United States markets are below a parity.

Raisins.

Packers are paying 4c for raisins in the sweat box, where they were offering 3 and 3 1-4c early in the season.

Currants.

The Privileged Currant Co., which has a monopoly of the Greek currant crop, are raising prices.

Canned Tomatoes.

The Eastern pack is going to be extremely short so that Western buyers will have to look to California and Utah.

American Sardines.

The pack is short. Packers advanced prices 10c per doz on Sept 15th. The French catch is a failure also.

Codfish.

Large arrivals of the Pacific fleet have resulted in weakening prices very considerably.

PLANS PERFECTED.

Jost of Sacramento Made President at Big Convention.

WILL GET BETTER PROFITS.

Decide Upon Laws To Be Asked of Next Legislature.

GROCERS' ADVOCATE PURCHASED.

Interior Grocers to Take More Active Part in Association Management.

PRESIDENT
A. A. Jost, Sacramento
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L. Warnke Alameda
F. F. Dustin Redding
SECRETARY.
F. B. Connolly San Francisco



A. A. JOST, Sacramento.
The Newly Elected President.

History was made at Oakland on Monday and Tuesday.

From Redding in the north to Los Angeles in the south the grocers gathered. They came to reap the fruit of seven years education as to the value of organized effort.

In the past, it has been very difficul, to secure active work from the grocers of the interior except on matters that were pointed out for them especially by the association managers. At this convention, the grocers, of the interior came realizing fully the necessity of active work on their part if they were to get the best value out of their organization.

Radical changes were therefore made in the direction of the association. Instead of leaving all the work to be done by the grocers to the cities around San Francisco Bay, it was decided to place a large part of the responsibility in the hands of the men in the interior cities.

Praise For Past Work.

There was a general recognition of the splendid work done by Secretary Connolly under very trying circumstances. Mr. Connolly was re-elected to the position of Secretary and there was much praise for what had been accomplished.

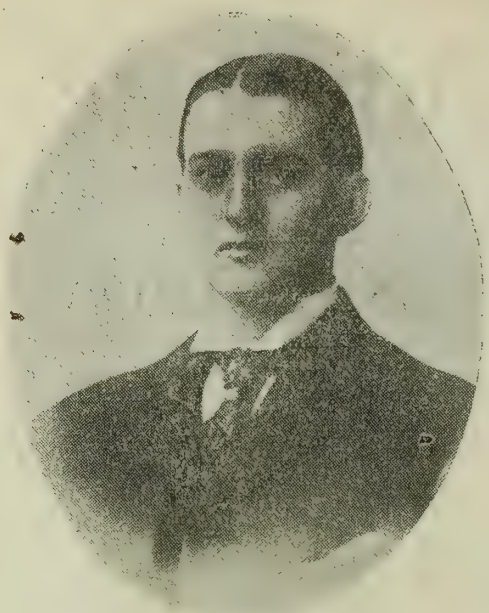
Many times the delegates spoke of how they had been helped by the Advocate and its editor, Mr. Powers. On the second day of the convention, a proposition was made to Mr Powers to take over the paper and purchase it outright so that the organization would be able to profit to the full not only by its influence, because of its wide spread circulation, but add to the income of their organization.

A half dozen delegates agreed to put up the money necessary to purchase the paper, but Mr Powers came to the fore with a proposition that would enable them to purchase the paper without the immediate expenditure of a dollar. This proposition was accepted and the next issue of the Advocate will come out under the direction of its new proprietors, the California Retail Grocers' and Merchants' Association.

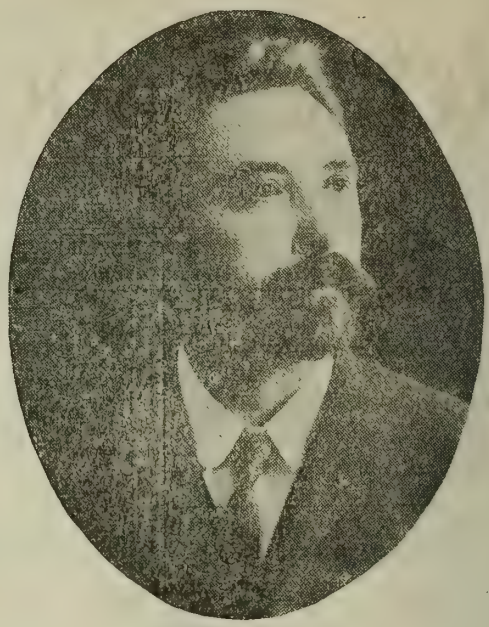
Work To Be Done.

Four things will occupy the greatest amount of time for the new directors of the State Association.

1st. Securing laws at the next legislature and raising a fund in order to



H. K. DUNCAN, Oakland,
Who Opened the Convention.



L. WARNKE, Alameda,
The Retiring President.

pay the expenses of the legislative sampaign.

2nd.—Extending and popularizing the protection of the retail selling price by the manufacturer.

3rd.—The abatement of the abuse of wholesalers selling to consumers.

4th.--Extending organization throughout the state and coast.

In all of this work, the desires of the association will be voiced through the **Retail Grocers' Advocate,** the circulation of which will unquestionably be doubled inside of sixty days through the active and energetic solicitation for new subscribers by the secretaries of the various associations and because of the fact that the paper will not only carry the message of the state organization, but will also contain, once each month, the delinquent list of the various associations throughout California.

The subscription price of the **Advocate** will remain at $2.00 and the paper will be sent regularly only to paid subscribers, although many sample copies will also be sent out.

Duncan Opens the Convention

When H. K. Duncan, president of the Alameda County Grocers' Association ,called the convention to order on Monday morning, the hall at Pythian Castle was well filled with grocers from numerous outside cities. Mr. Duncan welcomed the delegates with a dignity and gracefulness that particularly pleasing. He congratulated the association upon the work which it had accomplished and told of the preparations that had been made to insure a valuable and pleasant conevntion for the gentlemen present as delegates.

Frank K. Mott, mayor of Oakland was then introduced. He welcomed the delegates with the warmest of phrases.

"Oakland has been favored with many state conventions", he said. "There have been none that have appealed to me as being so important as this one now before me."

J. R. Newberry of Los Angeles responded to the addresses of welcome in place of C. B. Pearson of Stockton, who was on the program. Mr. Newberry had words of praise and appreciation for the previous speakers and for the city of Oakland and its progressive grorcers.

Mr. Warnke Takes Charge

President Duncan then turned the convention over officially to State President Ludwig Warnke expressing the hope that the convention would be a momentous one. Mr. Warnke thanked Mr. Duncan for various courtesies and delivered his annual report as follows:

PRESIDENT WARNKE'S ADDRESS

As fellow toilers in the field of grocerydom, I greet you.

The past year has been indeed a momentous on.

The grocers of California can feel proud of the influence they have had in the way of trade betterment since a movement that started two years ago, at the time the National Grocers Association held its convention in San Francisco, now has its advocates in every large center and is being discussed carefully and considered favorably by the best posted and most careful men in the business. I refer now to the movement towards having manufacturers maintain the retail selling price on their goods. Unthinking merchants opposed this vigorously and even bitterly in the beginning. They have since grown to see that it promises much to assist and can in no way be hurtful.

The work of our State Association was very rudely interrupted by the awful disaster of April 18th and the subsequent fire that wiped out of existence every wholesale grocery house in San Francisco. There was a general disturbance of trade conditions that even now has not entirely subsided.

Wholesalers Face Difficulties.

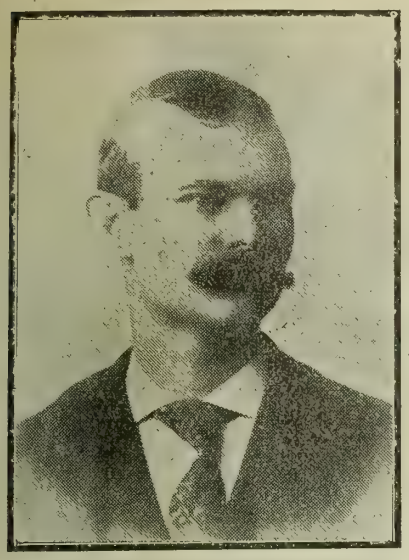
It was several weeks before the wholesalers in San Francisco were able to supply even a portion of the needs of the grocers about San Francisco Bay. At the present time, the wholesalers are unable to fully meet the requirements of their interior clientele of customers. Under the circumstances, the grocers of San Francisco, Oakland, Alameda, Berkeley, San Jose, Santa Rosa and several other cities found themselves under the necessity of dropping old problems and devoting themselves to the immediate need of making the best of new condidtions. Matters have almost assumed a normal aspect now. We are approaching a year that will be one of unprecedented prosperity. In spite of comparatively small fruit crops, the farmers of California are prosperous because they have received enormous prices for what they **did** have to sell. The markets of the world are practically bare of what California produces and prices are high. The wage workers of California find unlimited possibilities of employment. There are not enough men to do the work that is required. As a consequence artisans and laborers of all classes are receiving higher pay than for many years past. As a consequence, they are able to live better and the grocers are among the first to profit.

Throw Away Profits.

There is one drawback to the promises of prosperity. The fly in the ointment of the grocery trade, as it were. This is the presence of those foolish grocers who feel that they have got to give away their profits in order to get business.

The boot blacks have organized to save their profits, the vegetable dealers and even the little news boys are united to enforce the law of proper methods upon those who are so foolish as to give their time without a proper remuneration.

In San Francisco a short time since, we saw ignorant Greek laborers organize in order to secure for themselves an addition of 25 cents per day to their wage which they would not have got had they not presented a solid front in making their demands.



GEO. B. DOYLE, San Francisco, 1st Vice-President.

How much greater results could the intelligent grocers achieve if they acted as a unit.

The grocers seem to stand alone in feeling that they belong to a class of people who should **not** ask a fair remuneration for their work.

Our State Association is doing much towards correcting this abuse . There is much still to be done, however.

Cottolene Profits Protected.

Through a recent circular, the N. K. Fairbanks Co. announced that they would not allow cottolene to be sold below a certain figure fixed by them, which gave the retailer fair profit. This is the most recent addition to ithe ranks of the manufacturers who recognize the advisability and desirability of forcing the law upon those dealers who would otherwise employ methods injurious to the rest of the trade.

The mills around the bay now protect the retail selling price of flour. This was brought about by the Alameda County Association backing the demands of the State Association practically as a unit.

The help given to our Los Angeles brothers in their fight against a malicious cutter, shows the value of the State Association and the power of concerted action.

After all we want to bear in mind that it is action, that counts, not mere talk.

Our convention this year will be conducted on a basis somewhat different from the convention of the past. You will note by reference to the program that there is only one address for the session o ftoday. That address will be an explanation of the laws needed by retail merchants. Our program provides for one address for our session tomorrow . This address will be in reference to the reasons for Grocers Associations and their possibilties for good. The idea of these addresses was to induce discussion.

An Exchange of Ideas.

Instead of having one delegate take up valuable time of the convention ,we propose to bring out all thoughts possible of as many merchants as possible in order that we may decide how this organiaztion can be made of the greatest possible use to the individual grocers.

You will notice in the center of the hall a large box labeled "Question Box." I wish to urge the delegates to deposit therein any questions they would like to have discussed by the convention. We propose to open this box tomorrow afternoon immediately after the proposed changes in the constitution and by-laws. Every question will have consideration and I am satisfied that many thoughts of great value will result. Our organization is now entering upon its seventh year of usefulness. I was not one of those who organized the association in November of 1900 although I am pleased to say that there are several gentlemen present who did assist in that splendid work.

I need hardly recall the fact that different associations were called upon to send delegates to San Francisco in order that some plan might be evolved by which all could work together towards a common end. It was from the conference of the representatives of the different organizations that the C. R. G. & M. A resulted. As the years have passed, numerous of the plans projected by the original convention have been carried out . There have been other plans that have been changed as necssity required.

Outside Help Needed.

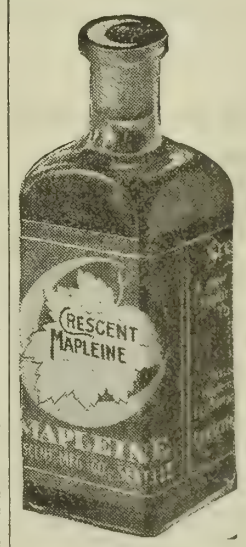
We have learned that in some communities the grocers may agree upon prices among themselves and maintain these prices. We have also learned that such communities are very few and far between and that it only requires persistent "bucking" on the part of one or two cutters to disrupt such agreements.

It will be part of our work at this convention to discuss plans that will enable us to make our business more profitable along lines that will not depend for their permanency upon the good will and honesty of purpose of the entire body of grocers of any community. We must also decide upon some plan by which enthusiasm in association work can be kept up in those communities where, without outside help, the association would be likely to lapse. We must also decide upon what laws we propose to bring before the next legislature and how to secure the funds necessary to enable us to carry on our legislative campaign effectively.

We must also decide upon how we are to lessen various trade abuses.

I hope also that the necessity of cooperation with the National Association will be carefully considered. The promptness with which the grocers' associations of the Union came to the assistance of the San Francisco grocers was a revelation of the possibilities of concerted effort on the part of the retail grocers. There is no question but that the good will engendered by the National Association was responsible for their action. If the National Association did nothing more than to bring about an exchange of ideas among the

MAPLEINE
A
STAPLE ARTICLE



It has won a reputation on merit.

It does not interfere with maple syrup sales, as the difference in price in producing the syrup commends it to a class who do not buy maple syrup.

Mapline is a profitable addition to the stock of any grocer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.



FRANK B. CONNOLLY, San Francisoc,
Re-Elected as Secretary.

various associations of the Union, its maintenance would be worth while. When we consider the fact that it enables the retail grocers of the entire nation to voice their sentiments, it is hard to see how any one can question its desirability.

National Per Capita Tax.

I hope that the dfferent associations of the state will see their way clear towards paying their per capita to the National Association by remitting the amount (25 cents per member) to the National Secretary or Treasurerc.

I wish to assure the various association of California of my great appreciation of the honor they did me when they elected me to the position of presidnt. I have done everything in my power to assist in betering trade conditions so that they may feel that their confidence in me had not been misplaced. Through long experience, the work of th State Association is very close to my heart. Through several years I gave freely of my time towards advancing the purposes for which it was organized. As secretary, I was brought in close contact with the grocers of the state and was engaged in two legislative campaigns. I look for two legislative campaigns.

I look forward to the legislative campaign that will open immediately upon the adjournment of this convention with a great deal of interest and hope to be of assistance to the various committees that may have this work in hand by my personal advice which my experience will have made of value.

I wish to congratulate the delegates here personally upon their attendance at this convention. I hope that the results will be as great as we all wish for. In order to facilitate the expeditious handling of our business, I will therefore now proceed to appoint a committee on "Rules and Order of Business" and a Committee on "Credentials."

President Warnke appointed the two committees as follows:

Rules and Order of Business.—H. Hauch, J. B. Doyle, F. W. Aubry, A. A. Jost and H. A Jones.

Credentials—J. F Paulding, George Hoffman, W E. O'Connor, J. J. Cusack, and Tim Walton.

A recess of 30 minutes was declared at this juncture in order to permit the delegates to present their credentials and also to allow the Committee on Rules and Order to prepare their report.

Shortly after 11.30 the convention was once more called to order and Mr. Hauch of Alameda presented the report of the committee on Rules and Order of Business as follows:

REPORT OF COMMITTEE ON RULES AND ORDER OF BUSINESS.

First—Delegates desiring to address the chair should rise and wait for recognition before speaking. The delegate should then announce his name and city.

Second—Delegates shall be limited to five minutes for any one address. The chair is requested to stricty enforce this rule.

Third—Delegates may speak only once on any particular question unless rising on a point of information. Provided that, should he desire to speak again, he may do so should be first receive permission of the convention.

Fourth—Delegates must confine their remarks strictly to the subject under discussion.

Fifth—The convention shall be conducted according to the rules of recognized authorities on parliamentary usage.

Order of Business.

We recommend that the official program be followed as printed as far as possible.

We recommend that the evening session of Monday, September 24th, begin at 8 o'clock.

We recommend that each session be called to order promptly at the time advertised without regard to the number of delegates that may be present at

Mothers ! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.



F. W. AUBRY, Stockton, 2d Vice-President.

the time of the opening of the convention.

O'Connor of Stockton raised the point that until the convention knew who its delegates were there could be no legal decision as to rules, etc.

The report of the Committee on Credentials was then presented by Mr. O'Connor and adopted. It showed representatives from 16 different cities and towns representing nearly 1000 grocers. The cities and towns represented were as follows:

San Francisco,
Los Angeles,
Oakland,
Alameda,
Berkeley,
Sacramento,
San Jose,
Stockton,
Fresno,
Nevada City,
Redding,
Pomona,
Glen Ellen,
Crockett,
Lemoore,
Oakley,
Richmond.

At this juncture the convention adjourned for lunch.

AFTERNOON SESSION

During the noon hour, a committee consisting of representatives from different portions of the state was called together by State President Warnke to assist him in the appointment of the various committees. The accomplishment of this work delayed the opening of the convention somewhat and it was not until 2 o'clock when Vice-President Doyle called the convention to order.

Owing to the absence of President Warnke, who was unavoidable delayed the announcement of the committees was postponed and Secretary Frank B. Connolly read his report as follows:

REPORT OF SECRETARY FRANK B. CONNOLLY.

This Annual Report of the Secretary of the California Retail Grocers' and Merchants' Association, I present to its Seventh Anual Convention, with a feeling of pride in the results that have been attained during the past year under very trying circumstances.

It is a well known fact that the highest pitch of enthusiasm in association work was reached last year during the Stockton Convention . The reception and entertainment by the Stockton Retail Grocers Association was one of the valuable features of that convention. The resolutions passed; the changes in the Constitution and By-Laws; the plans formulated to carry on the work, aroused interest in our orgagnization all over the state.

Every delegate to that convention carried back to his local association glowing reports of how the other associations accomplished results and how his own organizations could do likewise. This was the means of increased effort all along the line.

Had Much To Do.

While not a legislative year, we had a great many things to keep us constantly at work.

The Board of Directors of our State Association decided that more time should be devoted to my office. As the By-laws gave them power to hire a corresponding secretary, I was asked to spend one-half my time in getting the flour mills to establish protected prices in the cities around San Francisco Bay, allowing a fair margin to the retail grocers. Although I was allowed seventy-five dollars a month, at my own request my salary was rerduced to $50 per month during two of the three months I served.

During this time I organized a committee of one hundred grocers in San Francisco to co-operate with the other Grocers Associations around the bay. This was necessary because the San Francisco Retail Grocers who took part in our last Convention, refused to give us any support.

Mr. Harry B. Arnold, who acted as Chairman of the Committee of One Hundred, was afterwards elected Director of the State Board in place of John P. McGuire, who opposed the State Associations plans in the local meetings of the San Francisco Retail Grorcers and by being absent from three consecutive meetings forfeited his seat as a director of the State Board.

Help for Los Angeles

One of our strongest and most successful affiliating locals, The Southern California Retail Grocers' Association.



F. B. FANCHER, Sacramento, Director.



C. A. MOTTAZ, Los Angeles, 3d Vice-President.

found itself unable to cope with a serious menace to its retail price list (as established by the manufacturers) The Broadway department store added a grocery department and proceeded to cut listed articles to pieces. The Wholesale Grocers of Southern California refused to be a party to breaking up the prosperous conditions of the Southern retailers and would not sell the Broadway any goods.

The San Francisco jobbers (with the exception of Wellman, Peck & Co.) refused to give us any assurance that they would not sell this cutter.

After a conference we had with Wellman, Peck & Co., they went on record, and published the fact that they would not sell protected goods to any cutter in California.

The Directors of the Pacific Coast Association, Messrs. Fancher, Newberry and Hauch, were having a meeting in San Francisco at this time. I arranged a meeting of these gentlemen and the Wholesale Grocers' Association of San Francisco.

We presented [illegible] asking them not to sell protected goods to cutters, that they were very careful in selling any further goods to the Broadway Department Store.

Sapolio Fines a Jobber

Enoch Morgan Sons Co. (manufacturers of Sapolio) fined Tillman & Bendel (jobbers) $[illegible] for selling the Broadway Sapolio in violation of their contract. Enoch Morgan Sons Co. after receiving the fine, sent it to our office saying "Please accept this fine as a donation towards your efforts, to protect prices as it is for the benefit of the retail grocers we so rigidly enforce the terms of our contract."

The completeness of our organization was an incentive for the retailers to form a State organization which they did a short time later.

The organization known as the "S. F. Retail Grocers" took part in the convention at Stockton last year. Its delegates [illegible] their organization would pay the per capita [illegible] at $433, not later than November 1st. They voted at their November meting to withdraw from this association and [illegible]

Our Board has prepared to sue the S. F. Retail Grocers for $366, the balance



GEO. HOFFMANN, Oakland, Chairman Entertainment Committee.

due of their tax of $433, they having paid on account $67 in January 1906.

New Organization For Frisco

The fact that the officers of the local in San Francisco refused to aid us in securing a profit on flour and also to co-operate with us to convince the jobbers that it was unwise to supply the Broadway Department store, convinced me that we needed a good, strong, loyal association in San Francisco to co-operate with the State Association. I then started to organize an association in San rFancisco that **would be loyal** to the State Asociation.

The result you see here today, an association of nearly one hundred of the largest and most influential grocers in San Francisco.

It took a great deal of my time. Many evenings I spent at their stores in convincing them that they could stand together and get a profit on their goods and also, by co-operating with other locals through the State Association, to get laws we want.

My efforts and time were well spent, since San Francisco is represented at this convention by a delegation that we all feel proud of. They are intelligent and influential grocers who are interested in the uplifting of the trade. They are all large buyers hence we are a power for good not only for San Francisco, but for the netire state.

Eastern Grocers Help.

The greatest fire the world has ever known devastated San Francisco in April. Results then showed us the benefits of organization and affiliation. Grocers' Associations of the Eastern States sent us funds to be used for relief among the grocers. We received sums as follows:

Chicago Grocers' Assn.	$595.32
St. Louis Grocers' Assn.	259.00
New York Grocers' Assn.	100.00
Cincinnati Grocers' Assn.	38.00
Denver Grocers' Assn.	25.00

The Brooklyn Grocers' Association has notified me that they are sending a check for $125.

While the flames were still raging; a meeting was held at my house We pointed out to Mayor Schmitz the desirability of allowing our country produce to be sent to us without fear of seizure by the soldiers.

The records and correspondance of the State Association were all burned with our office on April 18th. Since then, conditions have been so unsettled there has been little work done, except to prepare for this convention, on account of lack of funds to carry on the work.

Until the fire of April 18th we had our offices with the "Retail Grocers' Advocate" paying $10 per month therefor. We had the services of a stenographer and the rest of the office force of the "Advocate."

The entire expense to us was $22.50 per month. It was worth considerable more than that to us merely to have the office with some one in attendance to see to the prompt attendance and distribution of matters that came up from time to time.

A Big Campaign Prepared

Had not the disaster of April 18th intervened, an active campaign would have been inaugurated towards convincing wholesale dealers and manufacturers that it would not be profitable for them to sell goods to parties who were customers of retail grocers. In other words, to sell to parties who would otherwise buy from retail grocers. Correspondence with our affiliating associations and individual members had convinced us that along this line we could be of great use to them. As a preliminary to this campaign, we communicated with grocers all over the state requesting them to inform us as to how far they would be willing to co-operate with us in actions not words, that would convince offending firms that actions unfavorable to the grocers in any community would be unfriendly . We received responses from nearly 100 communities assuring us of their absolute support in any case of this sort where common action was needed. I am embodying the results of this correspondence in the resolutions which I will later submit to this convention.

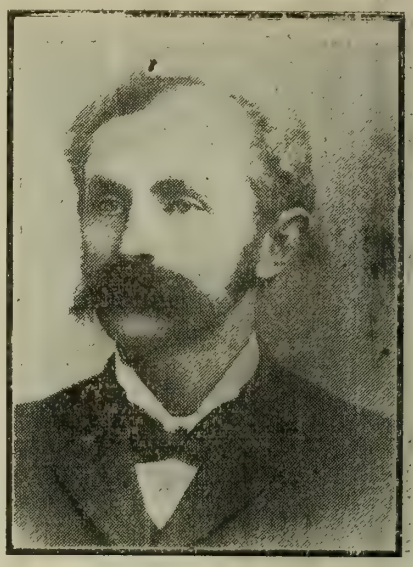
Flour Profits Assured.

Our success in convincing the flour mills who do business in the cities around San Francisco bay that it would pay them to protect the profits of the retil dealers was due to a line of action that was planned out long before we had the power to enforce our request. The opposition would not have been of such long duration had there not been a coterie of men in control of the S. F. Retail Grocers, who for personal reasons and to gratify spite were willing to sacrifice the principles essential to success in the grocery business. They could afford to do this since their interests in groceries was so slight ,their principal business being in the sale of liquor over their bars. Through the intervention of these men, a semblance of an excuse was given to the contention of one of the mills that the grocers did not want a margin on flour, but would perfer to sell flour with a 5 to 7½c margin on each sack. This very opposition resulted in the concentration of the power of the men whose volume of purchases were great enough to make thme worthy of consideration as distributors of groceries. It has resulted in the formation of our present compact organization, the Associated Retail Grocers, which was organized in order that its members should be able to use to the fullest extent the influence of this purchasing power towards convincing the manufacturers that it would be more profitable for them to guard the welfare of the many careful grocers, rather than allow the selling price of their goods to be dictated by a few vicious cutters that made up only about one per cent of the trade of the city.

Best Men Will Help.

As a consequence, the grocers throughout the enterior of the state can now count upon the active co-operation in the righting of abuses of the very best men in the grocery business in San Francisco, Oakland, Alameda and Berkeley. While not yet prepared to act entirely as a unit, there are enough of these men who will act together to make them a power great enough to command the respectful consideration of any manufacturer putting out grocery staples.

Many manufacturers who were approached by us prior to April 18th



A. J. NOR, Oakland, Former Director.

with the request that they maintain a fair selling price on their goods put us off from time to time pointing out the lack of success in disciplining the mills who allowed their goods to be sacrificed. These manufactureres said: "Show that your members are enough in earnest to control the full situation. When you have done this, come to us and we will be glad to take up the matter of our goods with you."

This we are now in position to do. That we will be able to succeed in securing the maintainence of a retail price is largely due to the fact that we have an effective organization in San Francisco. At least one-fifth of all the grocery business of the state is done in the great metropolis. Fully one-fifth of the grocers are located in our city. In the cities of Oakland, Alameda and Berkeley there is done one-half as much business as there is in San Francisco. In consequence in the four cities around San Francisco bay, is done one-third of the grocery business of the state.

Interior Merchants Profit.

Without the assistance of the grocers of San Francisco nothing but local matters could be controlled by the local asssociations and there would be many concerns with whom the smaller association would have little or no influence. Today the grocers in Sacramento, Stockton, Fresno and San Jose would have very little if any inflence with a number of the manufacturers and wholesalers whose trade had been very largely with the grocers of the Bay Cities. The associations of the interior could expect but little or any consideration from these firms. Today through the fact that they can secure the co-operation of the grocers in Alameda County and San Francisco these grocers have a wonderful weapon for good in their hands and I hope to see this convention take up the question fully as to how that weapon shall be used and decide upon a mode of action that shall insure the quickest results with the least injustice to either the retail grocers or to the wholesalers and manufacturers who may be affected.

Associations Grow Strong

It has been a source of much interest and a great deal of pleasure as secretary of the State Asociation to observe the splendid progress being made by the grocers in some of the interior cities. It is especially gratifying because circumstances have made it impossible for us to lend them the assistance and advice that we had hoped for

and had planned to give. In these communities the merchants have come to the full realization of the fact that there was enough to be accomplished in the various localities by co-operation to warrant their acting and working together. They have taken the initiative themselves and have laid the plans that have resulted in the maintenance of continuous action and valuable organization.

The success in these cities has been due to the fact that there had been in each community several men who have studied grocery conditions closely. They have taken the time not only to examine into the abuses from which the trade suffer, but to plan methods to evade these abuses. As practical men they conjured up only practical remedies. The very practicability of these remedies served to render them attractive for the members and made them feel that it was worth their time to further organization.

Southern California's Progress

In Southern California the oragnization has proven their effectiveness. This is largely due to the splendid resourcefulness and great tact of the Secretary (J. F. Paulding.) Mr. Paulding has been able to bring together both the large men and the smaller men of Southern California. He has made the organization useful to both alike ,so that while jealousy has not been entirely wiped out, still the small men have been made to realize the great value of the co-operation of the big dealers while the big grocers have learned to respect the necessities of men who are forced by circumstances to buy in small quantities.

Sacramento and Stockton are two of the remarkably successful organizations of the state. The success of the oragnizations of these cities is due largely to the fact that the largest men of the trade have taken hold of the organization. They have given time and thought to the work of making the organization useful to the individual grocers. In both these cities they have clever secretaries, who have been indefatigible in carrying out all plans made by the executive officers. These secretaries have been encouraged and upheld in their work through the fact that they had the individual help of the large merchants which insured success for their efforts and this success aroused the enthusiasm of the rank and file of the orgagnizations who were glad to put their shoulder to the wheel when they knew that their help would make it move more easily.

State Officers Efficient

..President Warnks has been a power for good in our state work. He had attended every meteing of the State Board of Directors. He has assured for the State Asociation the prompt and active co-operation of the grocers of Alameda County. Each effort of our Association he has made his individual affair and has grudged neither time nor money in helping bring the efforts to a successful isue.

First Vice-President, George B. Doyle who is now president of the Associated Retail Grocers, has also set a splendid example for Association workers. Mr. Doyle has accompanied myself and Mr. Powers on several trips which occasioned not only his leaving his business but also the expenditure of considerable money. His ardent and enthusiastsic support of the possibilities that lay in organized effort have been extremely effective.

Every month has seen a meting of the Board of Directors of the State Association. At only one meting have we lacked a quorum. At this meeting the absentees were detained either by sickness or through being out of town.

Advocate Produced Results

Without doubt the greatest help we have had in our work has been through the publicity given us by the "Grocers' Advocate" and through the personal aid of its editor, Mr. A. H. Powers. Mr. Powers has given to the question of organization among grocers so much time and thought that it is doubtful if there is anyone on the Coast better informed than he on this subject. Certain publications that have always opposed orgagnized effort at critical periods when their assistance could be of some use have criticized Mr. Powers very severly. They have insisted that he was running the orgagnization and that he was using the State Association wholly as a tool to advance his personal ends.

I know of my knowledge that Mr. Powers has given largely to the cause of organization not only without return, but without any expectation of adequate recompense. There were several years when his efforts in behalf of organization work were given at a very heavy cost to himself. I feel that the organization should be glad to reward Mr. Powers for his efforts in our behalf in any way that we can. I feel that we are very fortunate in having the services of a man who is willing to give us the best results of a well trained intellect and a long experience and then by prepared to raise his own remuneration without looking to us for any immediate reward.

About State Funds

I append herewith, a financial statement which will show sources from which our funds were derived during the past fiscal year and the purposes for which these were employed. Your Finance Committee will find that they are correct by comparing them with the statement and vouchers of Treasurer Schomer to whose fidelity and public spirit the Asociation is also largely indebted.

Receipts

Per capita tax and individual dues	$529 00
Balance from former treasurer.	18 63
Temporary loans from Directors Doyle, Schomer and Golder...	45 00
Donation from Enoch Morgan Sons Co.	25 00
	$669 13

Disbursements

Salary of Secretary	$175 00
Salary of Stenographer	62 50
Rent, printing, etc.	173 85
Expenses of the officers to meeting, etc.	61 00
Pro ratio to trading stamp fund	100 00
Emergency fund to prepare for convention	30 00
	$582 35
Balance in Treasury	$ 26 78
	$609 13

Outlook is Bright

In conclusion, I want to say that the outlook for organized effort was never better in California. We have now an effective organization in San Francisco without which the State Association would never have had the amount of power. We have been able to establish a flour card after a period of a year and a half that established the value of co-operation to the retail grocers and manufacturers who consider the needs of the trade.

In Mr. Cusick we have a retiring secretary in San Francisco who is a man of great ability and at the same time has a thorough knowledge of the various needs of the grocery business.

With the per capita tax of $1 per member, the State Association will have an income that will enable us to continue our work throughout the year especially since the various organizations and individual members throughout the state will unquestionably be able to secure financial assistance from merchants other than grocers who may be interested in the laws we want passed at the next session of the Legislature.

I feel that circumstances are favorable for the very decided extending of organization work, and that the future is particularly full of promise. I approve thoroughly of the plan of organization which will be submitted to you by Mr. Powers in his report and feel confident that through it, we will be able to accomplish much that in the past we have not been able to do.

Assuring the California Retail Grocers' and Merchants' Association of my continued interest and loyal support I beg to submit the following resolutions, which will embody some of the above mentioned statistics and my ideas that I have hererin set forth.

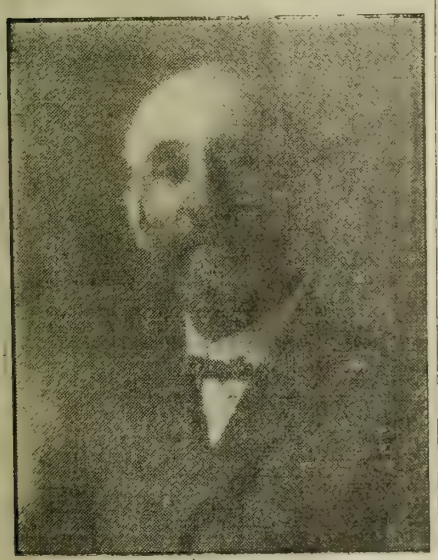
Treasurer John F. Schomer delivered his report which corresponded with that of the Secretary to a penny.

State Organizer's Report.

Aaron H. Powers editor of the **Retail Grocers' Advocate** who has filled the position as State Organizer ,told of visits made to various communities that were interested in organization. He explained why the work had been interferred with by the disaster of April which upset conditions for everybody. Mr. Powers in outlining the reasons why various associations lapsed spoke in substance as follows.

Why Associations Lapse

"In business it is necessary to pay for everything one receives. This is



E. W. DRURY, Stockton,
Former Vice-President.



W. E. O'CONNOR, Stockton.
A Live Secretary and Parliamentarian.



J. R. NEWBERRY, Los Angeles.
A Stalwart Association Worker.

as true in association work as in anything else. When associations are newly formed the members attend meetings promptly because there are abuses of long standing to be corrected that interest everybody.

"When these abuses have been corrected, usually the members grow slack in attending meetings simply because there is very little of importance to be brought up and the work to be done can be taken care of by a few men. As a consequence, it is only a short time when there are only two or three attending the meetings and the result is that the officers grow disgusted and cease their efforts.

"The State Convention should plan a policy that will enable it to help these 'weak sisters' among the associations to retain their strength and energy.

Suggestion For Organizing.

"I would suggest that in towns large enough to warrant their having an association, but in which the association would probably lapse through careless management, that the State Asociation have the various members get together and form a branch of the State Grocers' and Merchants' Association. The Secretary of this branch would be under the direction of the state organization and would collect the dues each month, retaining a portion of the same for his remuneration. The State Asociation should supply all the letterheads, envelopes, etc, for the various branches. Any printing neccessary should be done by the State Association. The local secretary could get together the list of bills turned in by the various members. A record of these bills should be sent to the State Association each month to be inserted in the State Delinquent List. The local secretary should collect local bills and send the outside bills to the State Secretary who would turn the same over to the State collectors or to the secretary of the town to which the debtor may have moved. The delinquent list could be printed once each month as a supplement of the **Advocate** and copies of the paper containing that supplement sent to each member of the State Association."

Mr. Powers talked upon various problems connected with the possibility of securing more complete organization. He explained why the outlook was encouraging and why the various grocers should be highly gratified at what had been already accomplished through their organization.

Warnke Appoints Committees.

President Warnke now resumed the Chair, and reported the appointment of various committees as follows:

Pacific Coast Association—F. B. Fancher, Secretary; H. W. Burmeister, San Francisco; J. L. Woodworth, Oakland.

Maintainance of Prices—H. Hauch, Alameda; J. J. Cusack, San Francisco; Geo. Hoffmann, Oakland; R. L. Qusenberry, Stockton; Gustav Fisher, Nevada City.

Wholesalers Retailing—Geo. A. Cobb, Glen Ellen; Mr. Silver, Oakley; L. F. Stepp, Lemore; V. S. Troili, Alameda; Joe Gianelli, Stockton.

Premium Schemes—G. A. Mottaz, Los Angeles; J. F. Schomer, San Francisco; H. S. Elliott, San Francisco; John Mitchell, Oakland; O. B. Palmer, Alameda.

General Resolutions—J. R. Newberry, Los Angeles; A. A. Jost, Sacramento; J. F. Paulding, Los Angeles; L. Warnke, Alameda; H. N. Edlin, San Francisco; J. B. Hopkins, Oakland; Tim Walton, Fresno.

Changes of Constitution—E. Kilgore, Sacramento; H. E. Jones, San Jose; E. I. Flieger, San Francisco; H. D. Cushing, Oakland; Chas. Perkins, Sacramento.

Extension of Organization—F. W. Aubry, Stockton; Geo. Hoffmann, Oakland; W. A. Davis, Crockett; Henry Wreden, San Francisco; A. Sutherland.

Nominating—E. W. Hale, Sacramento; J. F. Paulding, Los Angeles; W. E. O'Connor, Stockton; John W. King, San Francisco; H. K. Duncan, Oakland.

Legislation—Geo. B. Doyle, San Francisco; Jos. A. Stulz, San Francisco; J. F. Paulding, Los Angeles; H. Feldhusen, Sacramento; J. F. Bradshaw, Sacramento.

Finance—F. F. Dustin, Redding; Claus Wreden, San Francisco; J. M. Abeel, Stockton; W. O'Neil, Sacramento.

Secretary Connolly presented telegrams of congratulation and encouragement from Fred Masosn, former National Secretary and from the Colorado Grocers' Association. They were received with applause. Secretary Connolly also read a letter from the Merchants' Association of Oakland extending the hospitality of its rooms to the delegates.

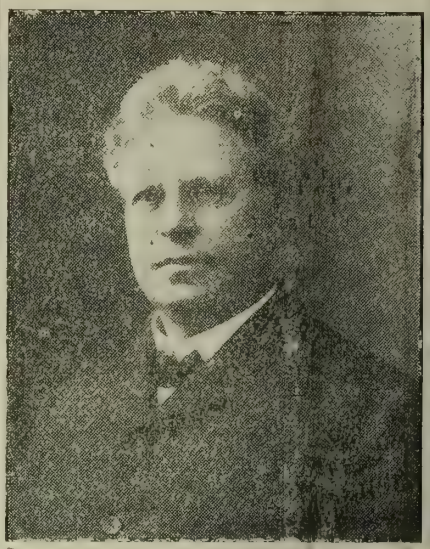
Laws Needed by the Merchants

Vice-President Geo. B. Doyle, who is also president of the Associated Retail Grocers of San Francisco, was here introduced to present to the delegates an address upon "Laws Needed by Retail Merchants." He spoke in part, as follows:

DOYLES' ADDRESS.

"One of the most necessary things for the merchants of California is to secure such legal protection as is possible. It is only through organized effort that they can secure proper laws. It has been shown that the State Grocers' Association is the kind of organization necessary to secure the laws that we want.

Our State Association enables the merchants of the different communities to unite in meeting the expenses of drafting the laws, an expense too great for any association to meet alone. It also enables them to see that various



JOS. A. STULZ, San Francisco,
Honorary Past President.

laws are taken care of and not allowed to go to sleep after they have been introduced in the legislature. In addition to this, it supplies us with a body through which the merchants can speak to the members of the legislature in no uncertain tones and make known the things that we want.

Extension of Limit on Debts.

Among the laws that should be presented to the next legislature, none is more important than that looking to the extension of the Statute of Limitations. In California an account lives only two years and each item outlaws separately. This works a very serious injustice. In most of the older states of the East, an open account lives from four to six years Many of them are five and some are eight to ten. There are only two other states where the account lives two years. In most other states, accounts begin to oulaw only after the customer has quit trading with the dealer; that is, the Statute of Limitations begins to operate from the late of the last transaction and a payment will renew an account. This is only justice and the grocers of California should see that the law is properly presented and backed up.

Pure Food Law.

The retail dealer is often the dupe of dishonest manufacturers and unscrupulous jobbers. Men who desire to carry only the best of honest goods have been arrested for violating pure food laws and their stock has been confiscated although they had received assurances, when they bought their goods, that they were pure. This is unfair and should be corrected. We want a law similar to the National Pure Food law which will require that labels state clearly what the package contains and its true source.

Honest Weights and Measures.

"Another thing for which we should fight and fight hard is a law for honest weights and measures. Unscrupulous manufacturers, in order to compete with standard goods, issue short weight and short measure packages, which enable cheap-john cuters, through deception, to demoralize the trade of merchants who do business along legitimate lines and not in contemplation of making a settlement of a few cents on the dollar. If the labels told the net weight, this confusion and dishonesty would not be possible.

The grocer who offers his customer a full pound package of raisins for 15 cents, and then has her kick because a man down the street offers a package just as big for 10 cents, knows how

hard it is to convince her that there are only twelve ounces in the other package. She may believe him, but she will be more likely to go away dissatisfied and perhaps a customer will be lost. The label should tell the net weight, etc., of the contents in plain figures.

DISHONEST ADVERTISING

Another law we want is one to punish dishonest advertising. Much of the difficulty of meeting competition arises from the fact that some merchants advertise one kind of goods and then deliver something of inferior quality. Trade conditions are upset for honest merchants who cannot make their customers believe that fancy eggs advertised by the department stores were really put in cold storage in Chicago six months before and that the fancy Eastern sugar cured hams advertised by the cut rate pirate is really Western shoulders. When unsuspecting consumers are inveigled into purchasing these third class goods, the dishonest advertiser is securing money under false pretenses. He is doing worse than this, because he often forces square dealers to sacrifice fair profits rather than lose trade. They have a law such as I speak of in the state of New York, although there has been no organization to see to its enforcement. If we secure the passage of such a law, our organization will see to it that the law is enforced.

An Equitible Collection Law

No law is required to make the honest man pay his debts. The dishonest man will not pay unless he has to. If he knew he had to pay, he **would** pay, and there would be no necessity for bringing suit. This has been the case in the state of Massachusetts ,where they have a law that is called the Equitable Process Law. This Law provides that when a merchant can prove (by securing a judgment) that the debtor owes a bill and can then prove (through an order of examination) in Court, that the debtor is capable of paying something on that bill, that the Judge can order the debtor to make such payment as he feels the man's financial conditions will warrent, just as in a divorce case, the judge will instruct one ex-husband to pay $10 per month alimony, and another $1000. If the debtor fails to make the payment ordered by the court at a fixed time, nothing can be done to him if he can prove that it was not through contempt of court that he failed to make payment. If he cannot show that it was practically impossible for him to obey the Court's order he can be adjudged guilty of contempt of court, and be imprisoned for two weeks. This law is equitable since it will not in any way affect the men who cannot pay and will serve as a restraint only on men who dishonestly seek to evade obligations. We should try to secure a law similar to this at the coming legislature.

Mutual Fire Insurance

In many of the Eastern states, the retail merchants are carrying their own insurance through Mutual Fire Insurance companies. Where such a company is run on conservative lines, it is thoroughly safe and secure. Even the San Francisco fire would not have crippled an insurance company of this sort if formed along the lines laid down in the bill presented by our association at the legislature of 903, because the risks would have been so scattered throughout the state, that the number of losses would have been few while the size of the various policies would have been in accordance with the amount of insurance written.

The advantage of the Mutual Fire Insurance companies to the insurer is that the Mutual Fire Insurance company is formed to pay promptly any of the losses of its members while the stock companies usually evade payment of loses whenever they can find an excuse to do so.

The success of a mutual company is beyond question. The old line stock companies which insure all kinds of



J. F. PAULDING, Los Angeles
The Man Who Made History for Southern California.

ri,sks, including many on which the moral hazard is very great, pay fancy salaries to the presidents who own the companies, and to numerous of the president's needy relatives, fancy rents for fancy offices and high agent's commissions, are able to pile up immense surpluses and pay big dividends to their stockholders.

This bebing the case, it is hard to find how it would be possible for a Mutual Fire Insurance company that accepts only extra gilt edge risks on a specially conservative basis, to fail to prove successful if properly managed.

Mr. Doyle explained the necessity of raising a fund to pay lawyers for drafting proposed laws and send committees to Sacramento etc., etc. He advised that the same policy be employed as had proven sucessful in the past when the various associations had called for assistance upon those merchants who would profit by the passage of the laws, but who were not in the grocery business. He pointed out how necessary co-operation was to secure recognition at the legislature since no individual dealer or individual association could supply the money necessary or the influence without which nothing could be secured.

President Warnke called for a general discussion of the points brought up by Mr. Doyle. It seemed that the entire convention was in accord with his ideas, however, and without further delay the convention took up the reports of the presidents of various communities. The first to be called was:

CHAS. A. MOTTAZ, of Los Angeles— "I have been president of the Los Angeles Grocers' Association for some time, this being my second term. We think our organization is doing very good work . The results depend upon the exertions of a few. We have the active co-operation of the wholesalers and manufacturers. If we want anything badly enough to ask for it, we generally get what we go out for. A short time since, five trading companies were operating in Los Angeles. We divided the city into districts and sent committees to canvass the businessmen of the different districts. We have done away with sixty per cent of the trading stamp business and the rest of them are on the run and are running fast. We have been able to keep up our profit and price list pretty well and the grocers of Los Angeles are making a fair profit. It is my opinion that the grocers, while men of more than average intelligence, are sometimes ignorant. This is what is to blame for us doing so many things that are unwise. This is why the grocer is willing to work eighteen hours per day and get no extra pay for it. This is why sixty-five per cent of the men who go into the grocery business prove total failures. Even the most ignorant laborer wants to know what he is to get for his work before he goes into it. There is a very large proportion of the grocers who do not know this. One of the great values of our association has been to help make the members understand the necessity of getting at least a certain percentage of profit. Knowing this, we learn the further necessity of co-operation because when we go together to the manufacturer or wholesaler the firm does not dare to turn us down."

F. W. AUBRY, of Stockton— The State Secretary says that Stockton has one of the best organizations in the State. I am glad to say that his statements is absolutely true. The dealers of our town are very harmonious. As a result, we have accomplished everything we have gone after. We have several large creameries in our city whose products were frequently sold without a margin by the cutters and the creameries competed with us for the trade of hotels and restaurants. We got them together and now they do not allow their products to be sold to cutters but to consumers. We have public stand in with us in the matter. The Standard Oil Co. also helps us to protect prices. We have not only all the retailers in our organization, but our business is in hetter condition.

A Delegate— Did you ever have a

manufacturer object to maintaining a fair price when the matter was presented by your association in the proper way ?"

Mr. Aubry—"We did at the start. Now, we have none."

A Delegate—"What are the dues of the Stockton Asociation ?"

Mr. Aubry—" The dues vary from $1.50 down."

A Delegate—"How do you induce members to attend meetings ?"

Mr. Aubry—"Some of our grocers are elderly gentlemen. These men do not attend the metings as a rule, but they tell us to go ahead and they will stand by whatever we decide to do. The younger men attend the meetings because they feel that the association has bettered their business."

A Delegate—"How do you regulate prices ?"

Mr. Aubry—"We have a regular price-committee. This committee notifies the secretary when the price of butter or eggs or any other article should be changed. The secretary then notifies the members."

A. A. JOST, Sacramento.—"Mr. Mottaz ,of Los Angeles says he is not much of a talker, but a good worker. Those are my sentiments, too. I must say, though, that Mr. Mottaz strikes me as being a pretty good single handed speaker. In Sacramento we have accomplished things by trying. When we want anything, we go out and get it. There are 78 grocers in our city and we have now 70 of them in the association. Of the men who are not members, 6 would like to be members, if we would let them give trading stamps. One thinks he is successful enough without bebing part of the organization. One drew out of the association because he had to be disciplined. We have got along very harmoniously. About a year ago we had a shake up in which the value of the organization in saving the members from loss was very clearly shown. We have prices on all mill products, butter, eggs, coal oil, gasoline, which makes up a very large part o four business. We have class A and B dues according to the business done by the member. The Executive Committee pass on that matter. The atendance at our meetings is always good. We have a social time. Some times the meting is followed by a lunch ,or trolley ride and sometimes we have a theatre party. Every thing is moving along nicely. Each association is what the members make it. Unless the members aim high they will not secure big results. The "Dear Public" for whom the grocers are catering don't care anything for the grocers' success or failure. If the grocer doesn't respect himself enough to stand up for his rights, the public will treat him with the contempt and disregard that he deserves."

GEORGE B. DOYLE, San Francisco—"Our city today has the baby organization of the state. Our membership includes only 85 merchants, but they are all men of high standing and good association workers. That is what is wanted in an organization—good individual workers. The men who come up to meetings for a ham sandwich and a glass of beer don't give the organization much strength. Each grocer should be loyal to himself and to his own class. We lack the strength in San Francsco to maintain a card price on staples among ourselves. We have succeeded in securing a profit on flour and some other things by having the manufacturers set a retail selling price on their products. When enough goods are protected, competition will then be put upon the proper basis of good service and knowledge of business. Where there is lack of organization, the individual dealers often fail to realize what their opportunities for profit really are. He does not know how much he can help himself by being willing to help his neighbor."

"The big men often say they do not see why they should go into an organization to help build up the smaller man. The little men are not dangerous in competition with big stores. They do not cut and do not upset trade conditions. At the same time, they are a very valuable factor in acting with the big men in securing the aid of the manufacturer in fighting the department stores and big cutters, who compete with the big stores and really hurt big dealers who run their stores on legitimate lines. In San Francisco we have every reason to anticipate much better results than ever before. Since the fire af April ,the liquor license has been raised to $500 per year and bars are not allowed in grocery stores. As a consequence ,many of the smaller groceries have been closed out and those that are left are running upon a better basis than before."

TIM WALTON, Fresno—The reason we have not a bigger association in Fresno is because there is one man who will not join our association and is constantly fighting it. Because of this man, several large firms who would otherwise be members of the association, will not join it. I think that by January 1st we will have every grocer in our association . We meet the second Monday in each month Our attendance is large for two reasons. First, we make our meetings of interest by a special talk by some member or something of that sort and besides this the members who do not attend are fined $1. This dollar is put in a Social Fund and when there is enough money in the fund, we have a little spree. The fact that no one knows when the spree is coming off makes a large attendance at the meetings.

MR. COBB, Glen Ellen—We have been trying for six months to get an association in our neighborhood. Last week we got together and expect to get good results, particularly in the line of restraining wholesalers and commission men from selling to firms who would otherwise buy from us. I feel that the merchants of our community will profit largely by my having attended this meeting."

L. S. STEPP, Lemoore.—"I have been taking the **Advocate** for some years and have been very much interested in what was being done by the associations in other parts of the state. We have no association in our territory, but we need one. I came here to learn and I have not been disappointed. When I go back, I expect to be able to add materially to the membership of the state organization.

H. K. DUNCAN, Alameda County.—"Every active association worker knows that the success of an association depends almost entirely upon the secretary. I must say that we have a crackerjack. When he took the office ,the dues were way behind. He separated the wheat from the chaff, however, and we have now 105 active members and 37 honorary members. Mr. Holmes put the collection of accounts off his shoulders and gave them to Mrs. Webster, who devotes herself to the collection of the grocers bills. She is getting the money in very satisfactorily. He has an assistant in the office and we are building up a credit rating bureau through which the members can secure ratings on parties desiring credit by telephoning the central office. We expect better results now that San Francisco has a new organization since the grocers of that city will be able to help us get things which they could not do before."

MR. SILVER, Oakley—"Our town is too small to support an organization. We also have a bad cutter in a near-by city. This has revented the merchants of our community from coming to anv understanding in the past. I came to this meeting to see what chance there was for us to build a County Association for Contra Costa. I will go out and do all in my power to help your organizer form an association. Outside of one bad cutter in Antioch, I am satisfied that the merchants will be glad to join . While the Stockton Mills protect the merchants of that city, I regret to say that they do not protect the merchants in my district. We are dealing with all the big firms of San Francisco. I regret to say that many of the largest firms sell to some of the large consumers in our district. Many of them quit when the matter is called to their attention but there are others who do not.

F. F. DUSTIN, Redding—"This is the first grocers convention I have ever attended. It has always been a wonder to me why the grocer, who worked so hard, should be willing to toil for so little return. About two years ago, with the assistance of Mr. Powers, we got the grocers from the towns of the Upper Sacramento Valley together. They were a unit in feeling that they would be benefited by an association. Through adverse circumstances, the association was allowed to lapse and while it is alive, it is dormant. At the same time, I find that in Chico, trade conditions are better than before the organization was formed. If anything can be done to better organization, I stand ready to give my support. The flour mills have refused to give us the protection that various of the delegates present tell us they are reciving in thir towns. In the city of Redding, there is one brand of Sacramento flour that is very generally used. It was being sold with a margin of 10c per barrel. . The mill that makes this flour, refused to maintain a proper retail price saying that they didn't care whether the grocer sold it for $2 or $10 per barrell and that it was the dealers oflur and he could do what he pleased with it. Personally, I made a contract for a certain number of barrels of northern our. I spent about $150 in advertising during the first two months that I had this flour in stock. I was able to sell it at such a price that instead of 10c per barrel profit, I have been securing from $1 to $1.25 per bbl. profit and my flour trade more than doubled since my trade is willing to take my word about the flour that they use. One of the values of the organization is that it makes it possible for merchants to avoid misunderstandings which are the cause of much trouble. A customer recently told me that a competitor was selling a certain article at a certain cut price. Instead of meeting the price, I telephoned the grocer and asked him why he was cutting on that article. He said he was not. When I told him that one of my customers had told me he was cuting on that particular article and that I would have to sell at the same price, he said that I was mistaken.

"Afterwards I found that he spoke the truth.

"It is through association, that we are able to protect ourselves in misunderstandings of this kind.

"I have had some experience at the legislature and the members are not unreasonable. As individuals, we are unable to do anything and we should not expect anything. If the matter we are interested in is of enough importance to be worthy of legislative enactment, howver, a large body of the merchants of the state would be asking for it. That is why we should get together before Jaunary 1st. If an organizer should be sent to Northern California, I would help hiim do his work."

MR. DAVIS, Crockett—"This is my first convention. I came here through the missionary work of the **Advocate.** I have ben much interested in reading of the accomplishments of associations and my heart has been with the work some time. You will see that my person is here and I assure you I will come again. I like the spirit of Mr. Dustin. He has the right kind of back bone. Most grocers instead of a back bone seem to have a string. I believe firmly in organizations and hope to see the plans outlined by the organlzer carried out so that the merchants of California will be able to work together."

HENRY JONES, San Jose—"Our organization is "asleep at the switch." This is because we lack an active secretary and because some of our grocers are the most stubborn men in the state. Since the big earthquake in April, Mr. Borchers, who is our official secretary, had the work of his store so enormously

increased that he could spare no time for the association. Besides this, our population has increased so that every store in town has had to double up on its help and then not be able to do the business brought to it. We sent out postals to grocers telling them of meetings and could not get a quorum. Some of the big men of San Jose are not in our organization at the present time. This has been a source of weakness. Some of the grocers keep open on Sundays and all night. I have absorbed several ideas at this convention and when I go home I am going to suggest them to the members."

President Warnke here announced that he desired to hear a few words from the Honorary Past President Joseph A. Stulz. Mr. Stulz stepped to the platform amid generous applause. He said:

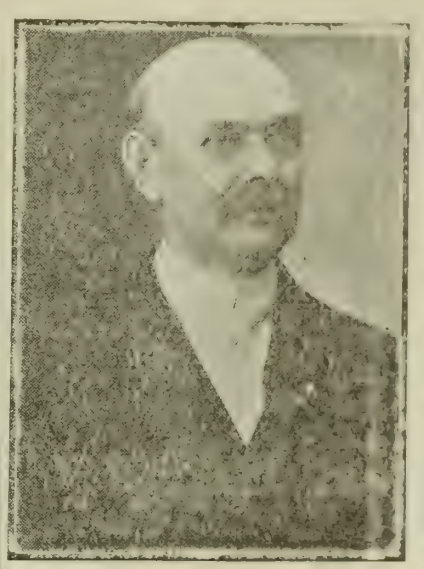
Mr. Stulz Makes a Speech

"I have been in the grocery business for nearlyy 40 years. I think that I have been in association work longer than any other grocer in the United States. I have here a card (showing card) showing that I was made a member of the S. F. Retail Grocers' Union on May 3rd, 1874. I was a member of that organization continuously after that time although it changed its name on various occasions. When I first joined the association, it had 14 members. I have seen it when it had 600. There was a time when I was the only dry grocer in the city in the organization. I got practically all of them to join. I was able to do this at that time as I attended to the purchasing of my goods myself and was down on the street a great deal. I noticed a short time ago a certain paper criticized me becuse of my activity in association work. In this criticism, the writer said I had no ability. The gentlemen here that have known me many years will remember that I have never boasted of that. The same article called me a leader. I have always been a worker and my advice has been considered of value, but I have never boasted that my advice was especially valuable. In spite of the criticisms, I am always glad to do what I can to help association work long. Since the disaster of April 18th, I have been physically unable to devote the time and effort to association progress that I would have liked. As a matter of fact, three times since then I have fallen down and it was found necessary to carry me to a drug store where restoratives could be applied. This is only a physical weakness, however, and I assure you, that in association work, I have never fallen down.

"I want to take off my hat to the Oakland Association. I am proud that I was the chairman of the first grocers meting held in that city. I am extremely pleased with the generous entertainment that is being accorded us and delighted with the reports of the good work of their secretary. The results in Los Angeles are a revelation to other communities in the country. The merchants there are doing things that once I thought were impossible. The fact that there are no bars now in connection with the grocery stores in San Francisco will, I am satisfied, work a revolution in grocery conditions. I predict for our city the finest association this country has ever seen."

GUSTAV FISHER, Nevada City—We organized our association four years ago with 10 members. At this time we have 9 in good standing . Our organization has been of great value to us and we would not give it up for anything. We even help our non-member from time to time although he refuses to join us. We tried to help the grocers in the neighboring town of Grass Valley to get together. With the help of Mr. Powers ,we showed them the way and they organized, but there were numerous weak spots and they fell back. Probably with a little more time and some help from the State organization, they will be able to get into good working order."

Wilber Walker, Oakland, the secretary of the Merchants Exchange of



J. A. Green, Cleveland, Ohio, President National Retail Grocers' Association.

Oakland expressed the hope that the Association would be able to secure the passage of the lay extending the Statute of Limitations. He told how with Mr. Stulz, Mr. Powers and Mr. Jost he had helped organize the State. Association at Sacramento in November 1900.

Entertainment for the Ladies

H. Hauch of Alameda, here explained that through the efforts of Geo. Hoffman, chairman of Oakland's Entertainment Committee, 25 tickets to the concert of the Orpheus Society (they cost $10 each) had been tendered for the ladies of delegates on Tuesday evening while the delegates were at their banquet.

The convention then adjourned.

Evening Session

It was shortly after 8 o'clock that President Warnke called the evening session to order.

There were many grocers present besides the delegates and quite a number of salesmen together with representatives of several wholesale houses.

J. R. Newberry was the first speaker of the evening. He delivered an address on the "Profit End of the Groyeer Business." His paper was listened to with the closest attention and was received with warm applause. It was as follows:

THE PROFIT END OF THE GROCERY BUSINESS.

Mr. President and Gentlemen of the Conention:

The topic which has been assigned to me by your committee is, "The Profit End of the Grocery Business."

The old saw of "A penny saved is two pennies earned", is particularly applicable to this topic, therefore instead of dealing with this subject in the usual manner, I want to present for your consideration, five of the prominent reasons which for convenience sake I am going to call "Leaks," which will demonstrate my ideas of why there are no profits in the grocery business. I will enumerate them as I consider their importance to you and me.

LEAKS LEAD TO RUIN

Leak No. 1—Not knowing what it costs you to do business. Therefore you do not know what profits to mark your goods to cover the cost of doing business, and a profit to yourself.

Leak No. 2—Not marking each article in your store by the can or by the quarter's worth, and by the dozen and then seeing that not only you maintain these prices yourself, but your clerks as well, thereby avoiding special privileges to favorite customers yourself and your clerk included.

Leak No. 3—Not sufficiently knowing yourself the goods upon which you do not get the cost of distribution. The volume of these goods compared with your sales and not knowing what to add to others more susceptible of profit the same volume that you do to the goods that you lose money on.

Leak No. 4—Not providing yourself with sufficient help that will enable you to consider carefully what, when, and where to buy, posting yourself through trade papers on the market values of the goods that you intend to buy, before you place your order.

Leak No. 5 Overstraining your credit by irrational buying, leading yourself beyond the capacity of your credit, thereby paying a larger price for your goods than they are worth in order to get extra time; by not thoroughly understatnding that it takes $2.00 of cash or credit to do $1.00 worth of monthly business.

Knowledge of Expense.

Having been all my business life in the West and largely in the water using country, both in mines and irrigation, I liken the profits of the grocery business to the use of water and ditches as a conveyor. It matters little the extraordinary head of water that you turn into a ditch, if leaks are allowed to dissipate the flow of water before it gets to the point of delivery. The point of delivery is what the retail merchant must consider, therefore, the leaks along the ditch line or the flume, must be carefully guarded or your proportion of the profit will avail you nothing. The end of the year tells the story in the grocery business.

In handling leak No. 1, one must first settle on his absolute expenses, taking into consideration as nearly as they can, every item including their own salary. When you have provided for all of your known costs you must not forget your paper and your twine, and at least 3% of wastage in damaged goods in your possession, over-weighing, because of inaccuracies of your scales, in order to come to some definite knowledge of your actual cost of doing business. Then you must not forget from 1 to 1½% of loss in handling your credits, and I think that you will arrive at the same conclusion that we have in Southern California, that it takes 15% of your sales to cover your absolute cost of doing business. Then you must sit down and carefully consider what you are entitled to make for the interest on your investment, which ought not to be far from [illegible]. Having arrived at this conclusion, the matter is easy, unless you are over-persuaded to figure a false price [illegible] you must by no means allow yourself to be persuaded that in order to make 20% on your goods you can afford to [illegible] cost price of 20%. It absolutely costs 25% of the cost of the merchandise laid in the house to make you a gross profit of 20% on your sales. You must in order to protect yourself against Leak No. 1, thoroughly know from the very foundation the cost of goods, including the freight and drayage. This as I said before, is one of the greatest leaks in the grocery business: the handling of a business upon which you have not intelligently built a foundation. All the rest of the construction in your business may be all right, your system, way be perfect, your bookkeeping [illegible] your store [illegible] your rolling stock in perfect condition,

but if you allow Leak No. 1 to exist in your business, failure is absolutely marked for you, and your apparent success will become an absolute failure.

Special Prices Dangerous.

Leak No. 2--After you have thoroughly passed and patched up Leak No. 1, so there is nothing but what you thoroughly understand, and you have made your prices on the goods, then see that there is no exception, yourself, your clerks, or any favorite customer. Remember this, that you cannot wait on yourself any cheaper than you can any of your good customers. Your clerk cannot wait upon himself nor deliver his goods to himself any cheaper than you can deliver to any of your good customers. The same is applied to a favorite customer. Remember that all people must pay the average cost of distribution, or you cansot pay expenses. Do not think that to favor yourself, your clerks or your favorite customer, marks anything but disaster for yourself. You cannot demoralize your business any quicker than by allowing your clerks 10% off your selling price, because that would be from 5 to 7½% more than you make. Treat your clerks and yourself just as well as you treat anybody else, but no better. The minute that you make a favorite of anyone, especially yourself, you lower yourself in the estimation of every clerk you have, and when you open the leak to make special prices to any favorite in your business, you have no control whatever of your business, because if you give a man an inch, he will take an ell, therefore, there is no rule you can lay down in your business that is more necessary to carry out to the letter—than one price to all, letting quality rule as a wholesale matter may demand, and in that case, when you make a wholesale price, see that your clerks have the same latitude that you take yourself, therefore, when your customer comes back after goods, and you don't happen to be there, you don't lose the customer, so let all your prices be positive, by the can or the case, and maintain that integrity and you will have done away with Leak No. 2.

Making Up Losses.

Leak No. 3—Is also a very important matter which needs careful consideration. Having in Leak No. 1 known the necessary percentage that you must make on your general average, take your staples, sugar, flour, coal-oil and packing house products, and when you find that hams cost 16 cents, you will know it is necessary to get 20 cents in order to get your 20%, and if you find you are selling them for 18 cents, you are losing 10%. The same on sugar. When sugar is costing you 4¾c, and you sell it for 5c, you are losing ¼c or 10% on this commodity. The same is true of coal-oil and flour. Now these four staple articles compose at least 40% of your business upon which you are losing as a rule 5% upon the distributing charges, because you are at no time making an average of 15%, and as it costs you 15% to do business, you are making a dead loss of 5% besides losing the profit you are figuring on of 5%, therefore upon 40% of your business you are absolutely losing 10%. Now it is necessary for you to look at the 60%. Instead of making an average profit on these goods of 20%, it is necessary for you to figure a profit of 27¼% or at least 35% on the cost of your goods, in order to make 27¼% upon your sales. Do not overlook this Leak No. 3 . You will find some goods upon which traveling salesmen will figure you are making 75%, and when you do, if you will figure this by the right rule as we did a few days ago, you will find you are making but 42%, and that is upon a profitable line like teas. It was figured out to us by a package tea handler that we would make 75% on his goods, but when we laid his goods down and put on the the square and plumb bob, it figured just 42%, and unless you thoroughly understand all the details of these matters, Leak No. 3 will throw you into insolvency in less than two years.

Enough Help a Saving

Leak No. 4—Not providing yourself with sufficient help. You as a rule in running your store, depend upon yourself to keep the books, make cash, sweep out the store in the morning, curry the horse at home besides meeting all of your trade in a nice gentlemanly manner, clean and respectable, doing as most proprietors of retail stores ,two men's work. This is a great mistake and is a prominent leak. Remember that you have just about so much vitality in you. If you take it out of yourself in turning the coffee-mill or shoveling up barley and oats, unloading a dray, opening boxes, you will have no time nor inclination nor ability to buy your goods right, know what the markets are, or even examine the value of the goods when they come in. Remeber that one good pair of eyes is worth three pairs of hands. There is such a thing as having too much help, but if you will look and keep those at work around you, you cannot have too much help. A good safe rule to follow on help, is each individual to do at least $600 worth of business a month. You will make more money when you are doing $750 to the

KELLEY-CLARKE CO.

23 Market St., San Francisco

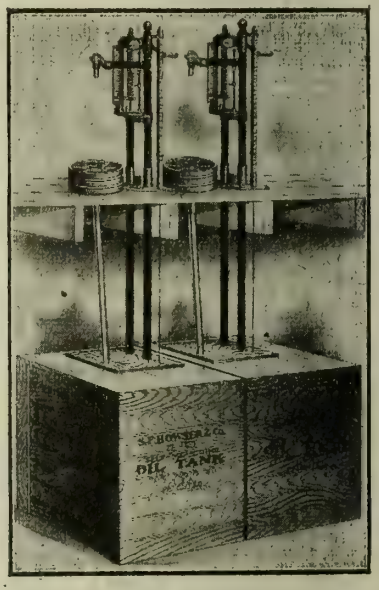
Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can,—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.

One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.



Cut. No. 35

Cellar Outfit for Two Kinds of Oil

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

Send for Catalogue

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

person. You are losing money when you are doing less than $500 to the person. This must include everyone; your book-keeper ,your hostler ,as well as yourself. Do not place an order under any ciricumstances until you know what the best trade papers give as the value of the article you intend ordering ,then buy just as close as you can. The prices given you in the usual trade paper are erroneous and are made for the purpose of making you feel good when you buy for less, but never buy an article until you have consulted your previous purchase, and never pay more the second time unless there is a good valid reason for it. Place your orders carefully and always take copies ,then examine your goods carefully when they arrive, and you will have safely passed over Leak No. 4.

Doing Too Much Business

Leak No. 5—Is covered almost entirely by your gauge of buying. Remember that it takes $2.00 to do $1.00 worth of business per month; that is to say, if you have $1,000 cash in your business ,you can safely depend upon $1,000 of credit. This $1,000 in cash and $1,000 in credit, or a $2,000 capital, would allow you to do safely $1,000 per month. If any merchant will give his sales, and the amount of cash he has in his business, I will tell him whether he is solvent, and I regret very much to say that the average merchant gauged by this proposition is insolvent, because they owe as a rule, twice as much as they have cash in their business. They depend upon the cash they have in their business and the amount they have on their books, to pay what they owe ,which is a very unreliable and unsafe thing to do. When you stretch your credit beyond the point I have mentioned, you then commence to pay from 3 to 5% more for your goods than you have any right to, and this makes Leak No. 5 one of the danger points in business.

Now I have covered five of the prominent leaks in the grocery business. Any one of these leaks not properly guarded will lead you to failure. With any one of these leaks doing its full time, there will be no profits in the grocery business, therefore, to sum up this whole matter, the profit end of the grocery business depends entirely on your taking care of the leaks along the ditch line. With these leaks taken care of, the profit end of your business will be satisfactory to yourself, to your creditors, and to the country.

F. B. Fancher of Sacramento was then introduced to speak on the subject: "Value of the State Association to Interior Merchants."

Mr. Fancher spoke extemporaneously and his address made a strong impression on the audience through its convincing logic and striking eloquence. Among some of the points he raised were the following:

"At some of our previous conventions, I have felt that we paid too much attention to banquets, excursions and other frills and too little attention to the actual work a hand . I still think that, while the social features of the convention should not be wholly eliminated, they should be made wholly subordinate to the real labor of solving the trade problems in which we are all interested.

"The interior merchants have been benefiting from the State Association in about equal proportions as beneficial legislation has been put on our Statute books. While many members have done much, I wish to express my personal appreciation and approval of the methods and work of J. F. Paulding in this particular line of endeavor.

"Mr. Paulding's broad knowledge of what we neded, his acquaintance with legislators, his tact and ability to "get there" and to do what we wanted done are worhy the greatest praise.

"Whatever else the State Association does or does not do, the directors should



JOHN MITCHELL, Oakland, Toastmaster

see that Mr. Paulding is given the money he needs to be able to spend the time as Sacramento necessary to accomplish what we need there.

" The benefits of the State Association are woefully small compared with what they would be if the trade disturbers would study the profit end of their business with even half the enthusiasm and energy they spend in cutting prices.

In every other line of endeavor, men are getting wealthy by combining. When done properly and honestly and for an honest purpose, these combinations are commendable.

I have never been able, quite to understand why it has seemingly been left to the farmers and grocers to be continually fighting against each other's interests.

"When the grocers combine and work together ,they will be heeded. Any proper legislation will be granted when asked by a powerful and far reaching organization of recognized merchants. Any reasonable request will be granted by the manufacturers who want these men to distribute their gods.

" Our State Association would be more valuable to the interior merchants if an organizer were employed who would give all his time to the work. Of course, without money we cannot get what we may require.

We have local associations that are eminently successful. In Sacramento we have been able to induce manufacturers, wholesalers and produce dealers to fix and help us maintain proper prices and do other things we have deemed essential.

It is regrettable that so many men in the grocery business seem to do so little thinking. They seem to be making a specialty of pushing sugar, Pels Naptha, Standard Oil coal oil and the other gods on which there is no profit. It would almost seem as if all the men who had been failures in other lines go into the grocery business. Exact statistics show that 75 per cent of these men fail.

"To make a success in the grocery business, a man must think. A good way to begin is to join your State Association."

H. D. Loveland was then introduced to speak on "Possibilities of Closer Relations Between the Wholesaler and the Retailer." In a few casual introductory remarks Mr. Loveland referred to an address he had listened to when Henry Ward Beecher in a lecture on "Wastes and Burdens of Society" declared that one waste was of men following business that they were equipped neither mentally nor physically to make financially productive. He said that the address to which he had listened had convinced him that there were men in the grocery business who could have devoted themselves as successfully to professional pursuits.

He then explained that he had been a staunch believer in co-operation for many years. His first lesson had come when as a boy he had got another little fellow to stand in with him and together they had "licked the stuffing out of a big boy" who had been abusing them both—one at a time—for many weeks previous.

He told of the pioneer work that had been done years before by Mr. Stulz and Mr. Powers and expressed the opinion that those gentlemen had sowed the seed which was now producing the harvest the grocers had at hand if they would only co-operate to gather it.

Mr. Loveland then delivered the following address:

Mr. President and Gentlemen of the State Retail Grocers Association.

In accepting the kind invitation of your honorable Board of Directors so courteously conveyed to me by your Secretary, I assure you it was not with the thought of educating you on this great and interesting subject of co-operation. It would indeed be carrying coals to Cornwall for me to attempt to do that, for I fully realize that I should met here men who have been pioneers of thought and action along the lines represented by the word co-operation in its somewhat restricted but still broad and comprehensive sense as applied to trade and commerce. Men at whose feet I can well sit as a learner in studying the principles of economies as applied to effective commercial co-operation.

Not, therefore, to teach am I here, but rather to be taught, to exchange ideas with you and to learn from you that which you, in your wisdom, born of experience ,are well capable of imparting.

Desirability of Co-operation.

To begin with then; let me first make this declaration in unmistakable and unequivical terms, I am a firm believer in co-operation, and having been made plain my position with your permission, I shall discuss this question under two separate heads

First—The desirability or necessity for co-operation between Retailer and Wholesaler, and, second, the possibility of such co-operation.

But first let me say just a word as to the origin and growth of the sentiment in favor of co-operation.

It is a truism, whose cogency no argument to support, that all reform or improvement begins to want and necessity and if argument were necessary, the experience of the civilized world for all time could be covered in proof of this postulate. It was true when our cave-dwelling ancestors first wielded the club for the trade but some effective weapon made from stone or the bones of animals. It was true when the barons extorted the Magna Charta from King John. It was this great truth that reform and co-operation begin in want and necessity ,struggling mightily, to be born, which [illegible] expression in that [illegible] the French Revolution. Evidence of the truth was given by that immortal [illegible]

(Continued on page [illegible])

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Spices are active.

Collections must be kept up.

Work is the winner 99 times to luck once.

A tired clerk is a damage to any store.

Salmon is good property at present prices.

Snider's Baked Beans always give satisfaction.

If one display does not sell goods, try another.

Everybody is prosperous. Push collections, early.

Silence sometimes is a most eloquent spell-binder.

Time is too precious to spend in the hunting of trouble.

Utah is coming to the front as a canner of asparagus.

A reputation of strict integrity is a very valuable asset.

By heeding the experience of others, pitfalls may be avoided.

"Not yet, but soon," spells failure.

Boost! Don't knock.

Tomatoes can hardly be cheaper than they are at present.

Get your price but give full value. This begets satisfaction.

The small boy gains riper experience by eating green apples.

"Laziness travels so slowly that poverty soons overtakes him."

A little up-to-date advertising is a good cure for the "dull season."

The successful tradesman is the one who reads his trade paper carefully.

Business follows the crowd. In other words, business makes business.

The man who does the most kicking sometimes has the least to kick about

Printer's ink is the best tonic for a business that has got that tired feeling.

It is a fatal mistake for a merchant to let accounts accumulate on his books.

Originality and constant change are the two principal features of window dressing.

The people are entitled to know what they are eating, even to the ingredients.

The wiser a man grows, the more likely is he to realize how great a fool he is.

The man who succeeds where others fail will be the man who looks out for little leaks.

Trading stamps, dead beats, premiums and short weights eat up the grocers' profits.

Why overwork your memory when the McCaskey Account Register is so cheap and sure?

Thirty-two years of experience guarantees the good qualities of Royal Baking Powder.

There are some retailers who don't know that olive oil should be kept in a cool, dark place.

Booth Tarkington, the celebrated author of Indianapolis, Ind., is wholesale grocer.

Building a good reputation is like building a good business block, the foundation must be solid.

Before starting on a cash system. advertise for two or three weeks showing the benefits of cash.

Watch accounts— when you think an account has run along enough, MAKE the customer produce the cash.

Don't let the slow-pay customers rest a minute. Some are taking vacations while the grocery bill remains unpaid.

Does your competitor seem to be forging ahead in the race? He must be reading his trade paper more closely than you.

There will be a food show in Denver from September 24th until October 3rd under the auspices of the Denver Retail Grocers' Association.

Watch for leaks. A little leak will sink a 30,000 ton liner, if it is not detected. A big leak will undo your efforts toward making profits.

We have yet to hear of the grocer who found that the checking carefully of the counts and weights of the goods he received was a case of wasted time.

Take your discounts. Don't be a chump and keep on doing business with the certainty of butting your head into a stone wall, in a month, or a year.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

Don't let your chief business trouble come from the source of half of business evils—too much credit and too easy on debtors. Make the slow-pay customers square up.

John D. Rockefeller commenced business in a general store, and one of his first lessons in business economy was picking black beans out of the newly purchased goods.

Every merchant, no mater how small his business should have a trade paper. The credit of raising the business standard of today is due to a great extent to the trade press.

The customer that you gain by giving of good goods stays with you long after the one who is gained by cut prices drifts to where price and not quality is the essential feature.

A laborer is worthy of his hire. And a retailer is worthy of his profit. This is good doctrine. But do not try to make the profit too big in the face of the competition that you are called on to meet.

There must be no misbranding. If substitutes are desired, they will be forthcoming, but their prices will be greatly cheapened, because they will not be masquerading under the guise of first class articles.

Shipments of French mushrooms are coming on the market slowly and prices are ruling very strong. The packers report slow growing conditions and have again made an advance of from one to two francs.

We have seen stores filled with flies, where clerks were idle and there was little doing. We have seen stores where a great deal of business was transacted, but there were no flies. Perhaps there was a connection between the two.

Don't forget to change your stock around once in a while. Your trade likes to see something different occasionally. It requires very little effort to make the change, and it apparently adds spice to the management of your business.

There was no parcels post bill passed at this session of congress. But it must be remembered that it was not because nobody tried to get one passed. Nor was it because the great city dailies fought against it. It was simply through the efforts of the merchants, urged on and aided by the trade papers of the country.

If you haven't the money to pay for your goods, and your credit is good, better strain the credit to garner the fat discounts. If you haven't the cash, and the reason therefore is to be found in your ledger, through charged accounts and slow collections, borrow the money to buy a new stock, but then and there make up your mind to do two things—push collections and sell your new stock for cash only.

It is estimated that the crop of apples this year will bring Missouri growers $10,000,000. It is asserted by those who claim to know, that Missouri leads the United States in the number of apple trees, having twenty-five million, largely exceeding the number in any other state. New York is a good second, Illinois third and Michigan fourth in acreage of apple orchards.

FIGHTING "CAT" HOUSES.

Don't be afraid to acknowledge that there are catalogue houses.

Show your customers the kind of goods they handle, and let them know that you can sell a similar quality at the prices quoted and on the same terms.

Educate them to the fact that you can also furnish them much better goods if they so desire.

Instill into their minds the fact that the dollars they spend at home benefit and advance the interests of the locality of which they are residents.

Be ready to meet them and fight them on their own ground and do not neglect to let your customers know your position.—St. Paul Trade Journal.

FOOD FACTORIES STARTED.

Berkeley, Cal., Sept. 10. The Imperial Health Food Company has begun the erection of an immense cereal factory at the corner of Alston Way and Seventh street in Berkeley.

A. Marenco, an oldtime Italian resident of the West End of Berkeley, is at work with a corps of men on the building of a macaroni factory at the corner of Fifth street near Channing Way. The new manufactory will be erected to take the place of one of the large macaroni factories destroyed in the San Francisco fire.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION
.. CREAM ..

AND BE

"The Modern Milkman"

.. PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

TO DRAW THE CROWD.

Some Schemes That Have Helped Other Merchants.

If you can draw your people to your establishment you will probably do the business. Your prices, your stock and your salesmen should be able to do the rest.

There are many different ways of drawing the crowd. The post office authorities have closed the mails to all advertisements wherein contests depending in any way on chance are mentioned.

There are a thousand and one ways of drawing a crowd; of "startling the natives," and of winning trade without counting on the element of chance.

Many of these schemes should be used occasionally by retailers. It helps your store to have "something doing," to be recognized as not afraid to do, something different and to be willing to loosen up on the profits occasionally, apparently for the benefit of your customers—but actually for your own benefit.

Here are a number of plans that have been used with success; some perhaps old neighbors and acquaintances of yours, and others novel and enticing. If from the number, you are able to select a few that may be used to good advantage in assisting you in your work, appropriate them, and having decided to try to win a little extra trade, go in and win, with assurance that it is worth the effort and expense of trying.

Use The Circus.

There will be circuses coming your way this summer. Why not offer one seat with each purchase of $10 worth of goods ? You can buy the seats for 50 cents and perhaps if you have a very large number of orders to fill you can get a material discount of this price. The profit on the goods will warrant it and it may be the cause of holding some good sized orders at home. Start now. Advertise this fact and give the holder of a circus coupon the right to select the show that he will attend. Give the children half-price tickets for $5 purchases. This scheme may be worked with excellent success when the big beasts make their first appearance on the bill boards.

Contest For Ladies.

Offer three prizes to the ladies—$3, $2, and $1 for the best spike drivers, spikes to be driven into the heavy planks in the front of your store some Saturday afternoon. This will make lots of fun and will surely draw a crowd.

The Receding Price.

Buy a really fine lamp and buy it close, price it a couple dollars over cost and put it on sale some Saturday offering a reduction in price of 30 cents an hour. Put the lamp in the window and change the price ticket every hour until sold.

Offer a few dollars with the first five cash purchases after a stated hour some Saturday afternoon.

Special Sale Day.

It is always well for the merchants of the town to get together and arrange special days. For these days they should hold special sales. Moreover they should get together in the matter of entertaining their guests. Each store should feed its customers, making arrangements with the hotel people for low rates to meet the occasion.

A band concert would draw like a house a-fire. It might be expensive but if the business men of the town get together the pro rata of expense will not be at all large.

Ice Cream for Summer.

When the afternoons get warm and the days are sultry, the farmer and his wife and children just dote on ice cream. If you don't want to take the time to make it yourself, buy it and see that all your customers have a dish with a lady finger or some other kind of cake. It will make you popular and it is but another kind of advertising.

Interesting the Farmers.

It is about time for the pumpkin scheme. Offer prizes for the largest pumpkins,—perhaps a half a dozen prizes in all. Have all the prize contestants bring the pumpkins to your store and you will have a jolly crowd with the farmers and their families.

You may also offer at this time prizes for the best ears of corn.

Get the farmers to enter in these contests and permit only those who have registered to compete for these prizes.

HURT BY CATALOGUE HOUSES

How far reaching the "cat" competition is and how necessary a strong fight against the "Parcels Post Bill" remains, will be realized from the following letter:

Blake, Cal., Sept., 1906

Mr. Frank B. Connolly, .Secty., San Francisco, Cal.

Dear Sir: In a small place like Blake, I count myself practically out of the fight. Yet it hurts my feelings, who am attempting to build up a little business and help the inhabitants a chance to make more than a living here, to have one of the same people enter the post office and ask if I have a "Montgomery-Ward" catalogue to lend them. **H. P. WARE.**

GROCERS CLOSE LABOR DAY

Portland, Ore., Aug. 30th.—At the instance of the Federated Trades Council of this city, the Retail Grocers Association decided to close stores on Labor Day. The stores of the members of this association will remain closed the entire day in order to permit of the clerks to celebrate the holiday. Secretary Merrick, of the grocers' association, stated yesterday that this was the first time that such an action had been taken by the local organization in deference to labor.

GET PROFIT ON BREAD

Tennessee Grocers Are Assisted By the Strength of the Master Bakers.

In Chattanooga, Tenn., they are having a fight among the grocers because of price-cutting on the "Staff of life," by an individual grocer who wants to sell bread at the rate of eight loaves for twenty-five cents.

The bakers of the city have refused to sell their product to the cut-price man. He now threatens to build a bakery himself and has published the names of the bakers who have refused to sell goods to him.

AFTER CRACKER PROFITS

Spokane, Wash., Sept. 1st.—At the conference between the Grocers Association and the local cracker factories, the cracker makers favored the idea of establishing a card list. The committee for the Grocers were of the opinion that profits on crackers would soon be secured.

Mr. Anderson presented a letter from J. R. Newbery of Los Angeles, vice president of the Pacific coast association, calling attention to the fact that the annual meeting of the directors of this association will be held during the sessions of the California state association, September 24 and 25, in Oakland, and hoping that Mr. Anderson may find time to attend.

The following delegates were elected to attend the annual Convention of the Washington Association: U. G. Allen, S. B. Crandall, E. E. Parmeter, E. N. Cory, S. A. Bishop, C. Anderson, Frank Burchett, C. A. Nickum, A. W. Bower, D. Hollandsworth and W. A. Gardner.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

FRESH STOCK OF

NUTRITO

Just Arrived
Rochdale Wholesale Company
Distributing Agents
HIRD AND CENTER STS., OAKLAND, CAL.

The Rothenberg Company
Formerly 117 Battery St.
San Francisco
TEMPORARY LOCATION
Seventh and Franklin Sts, Oakland

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Locally—The market is firm.

New York, Sept. 28.—The raw market is firm at an advance of 1-8c over last week. The price of 96 deg. centrifugals is 4 1-16c.

SUGAR.

New York, N. Y., Sept. 11th.—M. G. Wanzor & Co. report:

"There has not been a sale of raw sugar reported this week. We do not expect crop supplies to arrive until after December 15th. Unless an unprecedented September-October demand for refined sets in, or the situation becomes more serious in Cuba, we don't look for much higher prices. Europe is watching the progress of the uprising in Cuba and holding her prices."

MAPLE SUGAR.

St. Johnsbury, Vt., Sept. 10.—The Cary Maple Sugar Co. reports:

"Vermont sugar is practically cleaned up, and there are only a few car loads of Canadian in the market. We expect before the first day of November to see every pound of Canadian, as well as Vermont, maple sugar sold out."

TEAS.

New York, Sept. 11th.—John. B. Brown & Co. report:

"Mail advices indicate that Congo's are in short supply and prices higher. Rates are fully 2c per lb above those existing in our home market for equal grades.

Japans—The Russian buyers are making free purchases of Japan tea dust for making brick tea. Prices paid on Japan in bags are higher than prices ruling for tea in the chest in the United States. Japan leaf teas advanced considerably in the past month. Rates today are 2c higher than prices at the opening of the season.

Formosa—The supply will probably be several million lbs short of last season's export. Prices ruling firm. Some houses quote the market 10 per cent higher.

Green Teas.—Private cables say that the prices are higher and expect to remain firm if not to be higher during the balance of the season.

Home Market—Japans and Pingsueys firm and active. Formosas and Congos are well held and advancing.

COFFEE.

M. J. Brandenstein & Co., say:

"Low grade coffees are very high, while medium and better grades are being firmly held at normal prices. We do not look for any weakening in the coffee market in the near future."

Leon Lewin says:

"There are only about 9,000 bags of coffee here, a quantity barely sufficient to supply October demand. As no new coffee will arrive from coffee producing countries until the end of December, when Central Americas will begin to arrive in small quantities, we will have to rely on the East for supplies for the last two months of 1906. Prices are normal, and entirely governed by prices in New York."

New York, Sept. 15.—Henry Nordlinger & Co. report:

"Since the issue of our last circular, our market declined materially, sinking at one time to the lowest point of the year. From that point the market has reacted sharply. It would be seasonable, therefore, to inquire whether or not we have reached a sound basis, and to weigh the influences which are contending toward divergent directions in the market.

"If production is large, consumption too has made enormous strides. What would have been an overwhelming crop not many years ago would hardly suffice today to fill requirements.

"Valorizations, fallacious as it appears in principle and impotent as it seems to us in its ability to insure permanent results, is not by any means dead yet and a decline in the market in itself is sufficient to set all the coffee growing interests in Brazil to clamoring for its speedy enactment. While the market was advancing and the planters were receiving a fairly remunerative price for their product, the necessity for the actual operation of the Law could not have seemed so pressing as it does when the market recedes and prices are approaching the cost of production. In spite of the large crop, the application of the Law in the near future could not fail to raise values sharply to a point considerably above that reached in the recent advance, and

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products



Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

the serious agitation of the question of itself will suffice to stimulate the market once again.

"The consuming trade in this country, as well as in Europe, is still poorly supplied. They fought the recent advance tooth and nail, and they still maintain a hand-to-mouth policy. With such a decline as we had, a slight modifications of such a policy and the carrying of somewhat more liberal stocks, on the lower basis of values, should be encouraged and could not be attended with much risk.

"In saying the above, we are not taking an altogether rose-colored view of the situation by any means. We do not overlook the fact, that production this year is in excess of consumption to the extent of about one million bags, nor do we shut our eyes to the menace to the market which would appear should another large crop follow the present one. In such a case, Valorization itself would be powerless to stem the falling tide.

"A large advance at this time is, in our opinion, to be deprecated, and would, we believe, be dangerous in the extreme. It is, however, but natural to reason that, after a period of steady and serious decline such as we witnessed, a healthy, though moderate reaction from the low level reached is in order."

New York, N. Y., September 7th—M. J. Brandenstein & Co. reports:

"The coffee market is strong, notwithstanding the heavy receipts in Brazil this season to date. The total receipts so far this year are 3,438,000 bags, as against 2,728,000 bags last year and 3,075,000 bags same date two years ago. It now looks as if the Government will not be able to finance the proposed Valorization plan, but cables have been received from Santos that on account of droughts, the next season's crop does not look promising. Mild coffees are in excellent statistical position and firm."

RICE.

M. J. Brandenstein & Co. say:

"The rice market is firm without change in prices. New crop, especially Carolina rices, are very firmly held."

M. Phillips & Co. report, under date of Sept. 21st:

"New Orleans is the only point offering any new crop goods up to the present time. These rices are the extra fine grades and are known as "River Crop Rices." Our representative in Houston, Texas, reports that rice cutting continues in all sections but no new crop has yet arrived in any mill in Houston. He also advises that mills in Crowley, La., and in Houston will commence milling on new crop Honduras about the latter part of this month.

"In reference to Japans would state that these goods will be very late and mills will not start milling on these grades until the later part of October. We therefore do not look for any new crop goods to be offered on this Coast before the early part of November.

"Prices on all grades of rices remain unchanged with the exception of No. 1 China, which has advanced."

New York, N. Y., Sept. 18th—Dan Talmage's Sons' Co. report:

"There is an active demand for "all sorts and conditions" of Rice. Prices are firm and new arrivals are going promptly from dock, so there is little or no accumulation of stock. There is notable absence of medium grades, and fancy sorts are not as plentiful. This is the result, no doubt, of unfavorable harvest weather. Japan are in active request with scant supply at ruling rates.

"Advices from the South note receipt of the First New Crop Carolina at Charleston, yesterday. Planters are giving more attention to harvesting than to threshing and marketing —hence receipts will be light for some time to come. At New Orleans market is active and strong. Receipts of Rough are small and the out-turn of mills sold up every day. Duplicates of previous lots of Fancy, difficult; in fact, the market is harder.

"In the Interior—Southwest Louisiana and Texas—Mills are not getting into line as early as expected. Planters report yield light, account of unpropitious weather during planting and growing season.

"Cables and correspondence from abroad note strong markets both for 'spot' and 'forward' account."

DRIED FRUIT.

A leading dried fruit interest, in speaking of its situation to a representative of the Advocate, said on Wednesday: "Business is very brisk on all lines with prices firmly maintained as last week. During the next two months trade in dried fruits will be very active, and shippers will be kept exceptionally busy filling orders. Shipments are being delayed by scarcity of cars and abnormal labor conditions."

Prunes are below the price their statistical position deserves. Large sizes are scarce throughout the Santa Clara Valley and the size of the crop will not be nearly so large as it was at first expected. Those who know claim that prunes should be bringing from 1 1-2 to 2c over the present price.

Dried Peaches are in short supply. The following prices are quoted f. o. b. California common points: Crawfords, 8 3-4c; for Standards, 9c; for Choice, 9 1-4c; for Fancy, 10 3-4c; for Extra Choice, 9 1-2c; Fancy, 10c; Extra Fancy, 11c.

Raisins—the crop is not expected to exceed 50,000 tons. The large clusters are comparatively scarce in most districts. Growers expect higher prices than the packers are now offering, which is 3 1-2c with additional inducement for stock that will make layers. Sales have been made for as high as 4c.

RAISINS.

Valencia, Spain, Sept. 24.—U. S. Consul H. A. Johnson makes a second report on the Valencia and Denia raisin crop for 1906, as follows:

"The crop is falling far short of all anticipations, the yield in most cases being scarcely half what was harvested last season on the same area. Prices have opened at 60 pesetas, which gives the following equivalents for the usual classifications in United States currency, per kilo c. i. f. New York: Offstalk, 11 cents; fine offstalk, 11 3-4 cents; finest off-stalk, 12 3-4 cents; selected, 14 cents; layers 4 crowns, 14 1-4 cents. Packers have again failed to agree among themselves on the all-important questions of prices and dates of first shipments. With a continuance of fine weather during the drying period the fruit promises excellent quality. Opening prices, already exceptionally high, are further enhanced by the recent recovery of Spanish currency, which now stants at a depreciation of only 10 per cent, against 30 per cent at same period last year—that is to say, the same 60 pesetas per 100 kilos raisins last



HUNTER
BALTIMORE
RYE

THE
WHISKEY
OF
REFINED
TASTE

CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

year would have produced 20 per cent less in United States gold than the prices quoted above."

PRUNES.

Portland, Ore., Sept. 20th.—Available supplies of last year's prunes are practically exhausted. New crop is not nearly so great as was expected some time ago. The drop was heavier than in any recent years.

San Jose, Sept. 13th.—The "Mercury" says: "The prune market will no doubt be firm this year in spite of the large crop. The first prunes sold for 3 cents a pound, but later shipments brought only 2 1-4c. Growers and shippers now refuse to sell at that price, and until the buyers offer a quarter of a cent more, there will not be many sales. Prunes at 2 1-4 cents are too cheap, and as the crop is one that can easily be consumed, the shippers do not have to sell at that price. Many buyers, knowing that the crop is not as large as was at first reported, are trying to get their supply now, and the price is bound to rise."

DRIED PEACHES.

Chico, Calif., September 1st. E. T. Reynolds & Co. report: "There are not more than 200 lbs of dried peaches remaining in growers' hands in California in the district north of Sacramenta. The entire crop has been contracted for by Western packers at a price of 8 1-2 to 10c."

EVAPORATED APPLES.

New York, N. Y., Sept. 11.—Delmarle Bros. & Co. report:

"Buyers are paying 5 7-8c for October, 5 3-4 c for November and 5 1-2c for December. The growers are holding off. A car can be picked up here and there for October at 5.95 to 6c and 5.80 to 5.85 for November.

Dertoit, Mich., September 8th.—Hastings & Remington report: "The United States at large has a very fair apple crop both in quantity and quality. The situation in Michigan, however, is quite the reverse."

Middleport, N. Y., September 8th.—R. T. Chase reports: "A fair crop of apples is promised compared with other years. They are large and smooth."

IMPORTED CURRANTS.

New York, N. Y., September 7th.—The Hills Bros. Co. report:

"A recent cable shows a sharp advance in cost and fruit. The Privileged Currant Co. no doubt have the position well in hand, and are manipulating the market to suit themselves. This would seem to be the position at the present moment. While the crop is estimated as somewhat smaller than last season, there is absolutely no other reason for a further advance in the Grecian market, unless it is through the manipulation of the Privileged Currant Co."

LIMA BEANS.

Ventura, Calif., Sept. 18th.—There is every prospect that the bean crop will be as good as that of last year. In most sections, the yield will be greatly increased.

Los Angeles, Sept. 17th.—The yield of lima beans in the vast lima bean section centered around Santa Monica will be much below that of last season owing to the late spring rains and the visitation of a strange bug. There is also a reduction in the acreage owing to crop rotation.

Adolf Koshland reported under date of September 15th:

"Pink beans are firm at the last quotations but the market is quiet.

Lima beans are fairly steady at the decline. There is no marked weakness in the quotations of futures, but they are bringing less money than spots. The probability that large quantities of lima beans will be offered at harvest time makes the market weak."

CANNED FRUITS.

Practically no deliveries will be made of canned fruits until after the canning season is over on account of the shortage of certain lines. Labor is scarce and high. Lumber for boxes is also scarce and high.

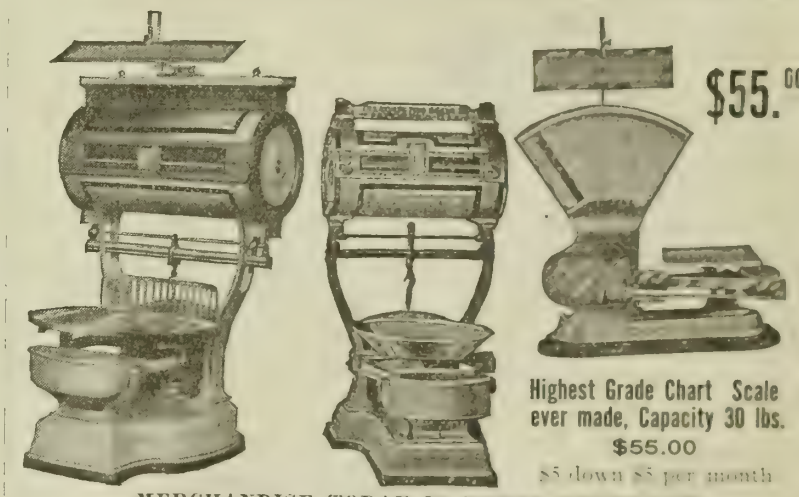
Portland, Ore., September 21st. The Oregon Packing Company will not make full deliveries on beans and blackberries this year. A circular gives the following as the deliveries to be made:

Beans.—Standards, 35 per cent; 2-pound extra standards, 75 per cent; gallon standards, 60 per cent; 2-pound wax, 75 per cent.

Blackberries Extra standard table, 40 per cent; standard, 40 per cent; seconds, 10 per cent; 2 1-2 pound pie, 25 per cent; gallon pie, 20 per cent; gallon water, 40 per cent.

Baltimore, Md., September 14th.—The Trade reports:

"The packers who expected the better variety of peaches to make up for



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

the failure of the early fruit were doomed to disappointment. The latter varieties may not be as good as the earlier."

CANNED TOMATOES.

Baltimore, Md., Sept. 14th. The Trade reports:

"The past week has been ideal tomato weather. We do not consider that it is possible for the packers to recoup the losses made earlier in the season. The good weather will be used by numerous interested parties as an club to try to beat down prices until the have filled their wants. We believe only timid packers can be scared by such action. From east to west only one district shows a fair yield of tomatoes. This indicates 90 per cent. Sellers have advanced beyond figures satisfactory to the important buyers. The general quotation is 77 1-2 to 80c. The selling committee, controlling the remainder of the Syndicate holdings is said to be trying to get prices to 2 1-2c. Some business is being done in 2,500 case lots at 80 to 82 1-2 delivered."

Aberdeen, Md., September 8th.—Strasburgh-Silver & Co. report:

"Weather conditions have been favorable during the past week. The outlook is bright for the filling of contracts by packers but many still doubt whether they will be able to fill all future contracts. Some so-called Standard tomatoes are being offered at 75 cents. It is impossible to obtain the full Standard grade at this figure."

Baltimore, Md., September 8th.—Wm. J. Markell & Co. report:

"Fresh tomatoes sold at less than 20c per bushel less than three weeks ago. A rapid advance was caused by the falling off in receipts until a 50c price was reached. During the past week the daily price fluctuated between 35 to 50c. This does not mean lower prices for the canned article and the demand from jobbers is much heavier."

Troutville, Va., September 8th.—C. E. Layman reports:

"Full Standard 3-lb tomatoes are holding 77 1-2 to 80c per dozen f. o. b. factory."

CANNED CORN.

Baltimore, Md., September 14th.—The Trade reports:

"The acreage of corn is from 20 to 60 per cent less than last year. The wise ones figure that there cannot be much over 50 per cent of a pack if all have a full yield. Packers who have figured their run report their packing is from 25 to 30 per cent of what they put up last year. The market is showing anticipation of a short pack by slowly but certainly raising prices on the better grades."

The New York correspondent of the Trade reports: "There is no pressure to sell corn particularly in the West where packers are anxious to dispose of their stock before the Pure Food Law goes into effect on January 1st."

Aberdeen, Md., September 8th.—Strasbaugh-Silver & Co. report: "Shoe Peg corn is going to be scarce. Much higher prices are almost assured in the near future. There is every probability of extremely fancy prices for fancy grades which can only be found here and there."

CANNED PEAS.

Baltimore, Md., September 14th The Trade reports:

"The market is firm with fair demand for finer grades. Buyers are having difficulty in buying the supplies they want. Sellers are not wanting to dispose of stocks on hand, fearing a shortage later."

CANNED SALMON.

Seattle, Wash., Sept. 20th.—Various Alaska packers report better season than was expected.

Seattle, Wash., Sept. 21.—The "Pacific Fisherman" has compiled an estimate of the sockeye salmon pack of the Pacific Coast for 1906, and reviews the season, calling it disappointing all along the Coast, and particularly on Puget Sound. The Sound pack is estimated at 175,452 cases. It is evident from reports that have been received from various salmon-packing districts that the entire Pacific Coast pack will fall about $1,500,000 cases below the pack of last year. Not a salmon-packing district on the Coast shows a total that doesn't fall below that of the 1905 pack, and the aggregate loss over the pack of former years is large. However, in most instances the market conditions are strong on the grades of salmon packed, and cannerymen will do as well, from a financial standpoint as in many years of better salmon runs. The salmon pack for the year 1906 is estimated to be about as follows:

Sockeyes: Puget Sound, 175,452 cases; Fraser River, 185,000 cases; cases; Northern British Columbia, 255,000 cases.

Alaska Reds: Alaska, 1,700,000 cases.

Columbia River Chinooks. Columbia River, 257,000 cases.

Seattle, Wash., Sept. 22nd. — The "Trade Register" says F. H. Greene of the N. P. T. & Pkg. Co. at Klawak reports the pack of extra good quality at his cannery. At Juneau, he was told the Loring pack would be about 10,000 cs. short; the fire at the Casson cannery destroyed about 10,000 cs. at Wrangle were put up only 37,000 of the expected 60,000 cs.; at Metlahkatlah they ran short by about 12,000 cs. and the pink run had been the lightest for many years owing to the constant rains and high streams.

Eugene, Wash., Sept. 21st. — The present run of the Chinook salmon in the Siuslaw River is the biggest in the number of years. The pack of the two canneries at Florence will be a record breaker.

Seattle, Sept. 18th.—Silver Salmon are now reported running in greater quantities than at any time since the season opened. Local dealers believe the run will be a fine one.

Astoria, Ore., Sept. 16th.—The prices for Chinook salmon which opened low have practically doubled. The advance was started by the plants further by the river. The catch continues fairly good.

Portland, Ore., Sept. 18th.—Salmon buyers along the Columbia River are paying from 1 to 2c per lb more for Chinook salmon this season than ever before in the history of the fall fishing.

American Sardines

New York, Sept., 11.—B. O. Bowers Co. report:

"Fish continues scarce at factories. On and after September 15th, market for 1-4 oil sardines without keys will be advanced to $2.60 per case; with keys, tear top openers, $2.80; roll top, $2.85; small ¼ mustards, oil size, $2.50. Unless fish conditions change materially within a brief period of time, a further advance will be made."

New York, Sept. 11—Jed Frey & Co.

Greer's Washing Ammonia

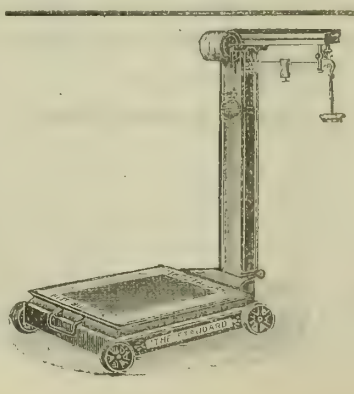
It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

report:

"The demand for American sardines has shown considerable spurt during the last few days. Owing to the scarcity of fish, and the prospects of a further curtailment in the output, the packers have made a general advance, effective the last of this week, and all indications point to a continued firm market."

FISH

New York, N. Y., September 11th—Strohmeyer & Arpe Co. report:

Holland Herrings.—Our representative in Holland cables that the catch is moderate and that prices are probably slightly lower.

Scotch Herrings.—Prices have advanced quite considerably. The stocks here are unimportant. Arrivals are not very large, and holders will not part with their goods, unless at full asking prices.

Norway Herrings.—The first shipment of new fat Herrings arrived last week. Quality is fine.

Imported Oil Sardines.—The catch in France continues a total failure. It is the poorest on record. The stocks here are greatly depleted and prices are higher.

Portugese Sardines.— No catch at present of small fish. Stocks are small and prices unchanged, with a hardening tendency.

Sprats.—No new supplies can be looked for before the end of the year, when new catch starts. Stocks are almost exhausted and prices are very firm and higher.

New Norway Stockfish.—First shipments have just arrived. Quality is exceptionally fine this season. Prices are high, and it is difficult to say how soon and if they will be any cheaper this season.

New Norway Anchovis.—The first shipment is now on the way and it is to arrive here within about a wek.

COD FISH.

C. P. Overton of the Union Fish Co. reports under date of September 6th:

"Prices are already lower and weak owing to large arrivals and the arrival of the fleet still out will doubtless cause the market to go all to pieces."

MACKEREL

New York, N. Y., September 10th—Thos. Woodward & Son, report:

"The market for mackerel continues depressed. It sems to us that the prices now ruling are the lowest of the season and that it will be well for buyers to take on their stocks as they will certainly be an improvement a little later.

Philadelphia, Pa., Sept. 10th.—John M. Shriver & Co. reports:

"Stocks of all kinds of salt mackerel are low. At the same time, there are very few mackerel to be had at the present time. Indications are that the market will be higher because of the absolute scarcity."

HAY.

Somers & Co. report under date of Sept. 25th:

"There has been a steady diminution in the amount of hay coming in, occasioned solely by the lack of track room here, and scarcity of cars. The market is far from being on a satisfactory basis. The demand is chiefly for the choicer grades of hay, which particular varieties must come from inland points by rail, and which are therefore, brought in but sparingly. Alfalfa is arriving by schooner and barge, although prices show no decline, yet there is a tendency toward weakness with this particular article. It is to be hoped that the rains will hold off for a full 30 days yet, for it will take at least 4 or 5 weeks to house the large quantity of hay and grain still without cover. Prices show no change.

Choice wheat hay..	$16.50	to	$17.50..
Good wheat hay...	13.00	to	14.50
..Other grades same..	10.00	to	12.00
Wheat and Oat.....	10.00	to	11.00
Tame Oat.....	9.00	to	12.50
Wild Oat.....	8.00	to	11.50
Stock hay.....	6.00	to	7.50
Alfalfa	7.00	to	10.50
Straw, per bale.....	.35	to	.60

BREAKS ALL RECORDS

Quaker Oats Shows Wonderful Increase in Sales

The manufacturers report that during the six months ending June 30th they made and sold more Quaker Oats than ever before in any similar period. This is remarkable when it is known that the first half of the year is not considered nearly so good for Oat products as the last half, but it is not surprising when we consider the wonderful popularity of this product.

There is probably no brand of Rolled Oats in the world so well known as Quaker Oats, and the fact that the sales have shown great increase from year to year is conclusive proof that it is a sure repeater.

Judging from reliable information from the leading jobbing centers, based on the rapidly increasing demand, the sales of this popular cereal during the last half of the year will be 30 to 50 per cent greater than they were during the first six months

It is now a question as to whether The Quaker Oats Company will be able to fill all orders promptly during the coming months. Notwithstanding the increased milling facilities the unusual demand is likely to require all that the mills can possibly produce. The manufacturers state that there will be many times during the next few months when they will be oversold, and in fairness to the trade have decided to fill orders in rotation—it will be a case of first come, first served.

OUTFITS FOR GROCERS

James Geddes Co., who are the Pacific Coast agents for the Standard Scales, have opened commodious salesrooms at 431-433 Larkin street, where they carry a complete assortment of scales for all purposes. In addition this firm handle many other needed articles for grocers, such as trucks and coffee mills.

H. D. LOVELAND'S ADDRESS.

(Continued from page 17.)

laration which proclaimed to the world the birth of American liberty.

It has been true for all time and is true today, and every attempt to bring about reform or improved conditions is an admission of the want and the desire for such reform or improvement. Indeed that which distinguishes man from the lower animals, is his appreciation of the meaning of the word progress, his desire to improve his condition. Men, or communities of men, living under surroundings or conditions which are unhealthy or undesirable and undesirable, will endeavor to change such conditions for the better and usually such agitation and effort looking to improvements result in betterment.

Individual Effort Inadequate.

Experience has demonstrated that beyond such improvement and betterment as our own personal character and habits admit of, individual efforts is inadequate to produce large results and hence the necessity of co-operation. Do not understand me as saying or implying that co-operation always means improvement or reform. I wish it did, but unfortunately there are only manifestations of co-operation, while it is equally as easy to co-operate to attain ends, which are neither just nor equitable.

It is doubtless true also that in most, if not all attempts at co-operation, there is an element of selfishness. Selfish interests underlie most of our acts, but this is neither cause for reproach nor condemnation. If in combining our efforts for the general good, something of benefit accrues to us, who shall say that our selfishness is not justifiable?

It is upon this hypothesis that you justify the co-operation which you are fostering and encouraging in your State and local associations, and by the same process of reasoning I would justify co-operation between Wholesalers and Retailers. In other words, the end must justify the means.

Elements That Make Success.

To successfully co-operate [illegible] realize the benefits of co-operation three elements must be considered. First, that which we desire, or the necessity for co-operation, and that a fair legitimate profit on our business. Second, that which prevents us from making a fair profit which is usually unnecessary and foolish competition, and Third, means to an end or how to control competition and keep it within such due bonds as will permit any well located, carefully conducted business to realize a healthful profit.

Is co-operation desirable? Let us see if it is. It goes without saying that we all engage in business for gain, to make a profit. How many of us would consider for a moment the proposition of engaging in business and investing our capital if we knew there was no gain or profit to be made? It follows then that having embarked in business and finding that we are not realizing adequate returns upon our capital and our labor we must first seek to discover the reason therefor, and when found to correct it. If it is the fault of location we change it; if we have engaged in manufacturing or selling something for which there is small demand owing to limited consumption, we soon realize that and govern ourselves accordingly. In other words having engaged in business we are justified in expecting fair returns and equally justified in endeavoring to remove the cause which prevents such results, and having found foolish and unreasonable competition to be that cause, we look for means to an end, or how to control such competition. Individual effort can do little or nothing and here we see the expression of a [illegible] in its application, if [illegible] all improvement is [illegible] conditions [illegible] and that law is summed in the single word [illegible] the [illegible] of the [illegible] the word co-operation. Credit is the de-

sirable, under our system of civilization that some should engage in the business of buying and selling and just as clearly it is justifiable on their part to endeavar to realize a legitimate profit in their business and if in doing this, co-operation is found to be the most effective and available means, then co-operation is desirable. Granting the desirabilty of co-operation in the correction of abuses in trade, I come to the second division of my subject, or "The possibility of co-operation between Wholesaler and Retailer."

Possibilty of Joint Action.

No one in the chort space of time available upon this occasion ,can touch in detaill upon all of the means which lie within the legtimate reach of Wholesalers and Retalers to compass this end; but first of all, it means a sincere desire upon the part of each to do so. It means a willingness to give up a little of what they are pleased to call their rights to conduct their business as they see fit. It means a willingness upon the part of each to recognize that the existance of the other is necessary and legitimate and a further willingness upon the part of each, both in buying and selling, to remain in his own sphere of action. It means joning hands to secure from manufacturers and their agents, the strong and effectual assistance which they can lend to Wholesalers and Retailers in making and keeping legitimate profits. In other words, it means "living up to their opportunties" just that and nothing more.

But do not, I beg of you, think this is as easy to accomplish as it is to speak of. It sounds easy but it is not. The world is progressing, it is true and will never again plow with a stick; but it is also true that progress is constantly retarded by failure to live up to our opporunities. In accomplishing this, in living up to our opportunities by co-operation to preserve our business and a legitimate profit on that business, not only must we be prepared to temper our enthusiasm with discretion, but we must be prepared to encounter and combat the efforts of others who are co-operating along lines which we regard as inequitable and unjust and which, if successful will injure or destroy our legitimate business.

Avoid Trying Too Much.

Each of these ideas is important. By tempering our enthusiasm with discretion, I particularly mean that we should not attempt to do too much. It has well been said that "competition is the life of trade." Let us recognize this, but, educate ourselves also to recognize, that price cutting is not the only definition or form of competition. Two men with equal capital and equal opportunities as far as location, etc, are concerned, may engage in the same kind of businss and each sell at the same prices, yet one be much more successful than the other. This result is due, as you will all recognize, to inequalities of character and of bodily and mental powers as expressed in the matter of conducting their business. Goldwin Smith in an artricle appearng in the Independent for April of this year, put this thought very tersely when he says "Inequality seems to be the universal law, and on it progress depends." Such inequalities cannot be corrected, and our efforts at co-operation should not be carried to the length of trying to correct them.

Hence, I say, we should not attempt too much. Much can be done, and much good accomplished without permitting our enthusiasm to lead us to attempt to do somethhing which, while beautiful in theory, is impossible in practice.

As to what can be done jointly by Wholesalers and Retailers to combat the efforts of others to co-operate along lines inimical to their common interests, for after all it is simply a matter of protection, I must again plead the lack of time for not entering into details.

A public meeting of this kind, while pre-eminently the forum for such discussion, is not the place for working out the details. Such work ,in my judgment, should be done by a joint committee of Retailers and Wholesalers working under the direction of their respective Boards of Directors and receiving ideas and suggestions from public discussions like the present, and from members generally. But while avoiding detail, I still desire to mention in passing ,some of the matters in the consideration and handling of which, joint, well-directed and persistant effort on the part of Wholesaler and Retailer might well be productive of good. In doing this I repeat some of the things which I have already mentioned, but they are important, and worthy of repetition.

What Can Be Done.

Agreeing to recognize a legitimate sphere of action for each, and to remain within that limit. Securing the aid of manufacturers to the end that all may realize a fair profit on their product. Wise consideration and handling of the question of department stores and catalogue houses ,which I believe, any thoughtful man unbiased in his judgment by selfish interests, will concede to be not only an injury to both Wholesaler and Retailer, but a menace to th welfare and best interests of the country at large.

Consideration of, and bringing influence to bear upon questions which are about to be made the subject of statuary law or amendment, such as the Parcels Post, Mutual Insurance, Pure Food legislation, etc.

There are many other matters meriting joint consideration at the hands of the Wholesalers and the Retailers, but these occur to me as of primary importanc, and each is of sufficient interest to demand careful thought and attention resulting in mutually beneficial action.

Law Must Be Considered.

Respect for law should, at all times animate and direct us, and no agreements contrary to law should find a place in our efforts to compass reform. But there are nice distinctions in law which we are justified in recognzng and taking advantage of. For instance, the Wholesalers may not agree to refuse to sell to a Retailer who is a price cutter and disturber, but if they are sincere and honest in their efforts to help their customers to make a profit, each can take such action for himself, thus accomplishing the same result in a just and legal manner. Retailers must also be careful as to what they agree to do or not to do, keeping in mind the laws, which, in the wisdom born of experience, have been found necessary against combination in restrain of trade and commerce, but if they too, are honest and sincere in their desire and efforts to work with the Wholesalers for the general good, they will readily find the means to that end. So, to summarize the situation, after all has been said, it depends not, upon the necessity or desirability of co-operation, nor yet upon its possibilty, for I do not believe that business men can be, or at least continue to be so short sightd as to fail to recognize the advantages of co-operation between Wholesaler and Retailer and the possibility of greatly benefiting themselves thereby; but it depends upon their willingness to make the attempt in the right spirit. They realize and continue to ralize, with added intensity the want and necessity for such improvement and reform as can be brought about by co-operation. You and other thinking men will continue your efforts and finally such efforts will be in a measure successful. But in closing let me again express my strong conviction, that, that measure of success will depend upon the wisdom displayed by not attempting to do too much. You will meet with difficulties and unreasonable opposition from the men in whose intrests you are working, but that should not discourage you. The goal for which you strive is worthy of your best and most persistent efforts. Remember always, the thought expressed in the old rhyme.

"It is easy to laugh and look pleasant,
When life runs along like a song;
But the man worth while, is the man who can smile
When everything seems to go wrong."

After concluding his formal address, Mr. Loveland added:

"I have held a position with the wholesale grocers for many years to help them get a profit. I want to say to you now that I never tried to help them to secure a profit that was not honest and to which they were not entitled."

Mr. Loveland then advised the grocers to appoint a strong committee and assured them that he was satisfied he could bring them together with a like committee from the wholesalers and secure results highly profitablbe to both.

At the conclusion of Mr. Loveland's address, the meeting adjourned and a half hour was spent in informal discussion of the matters brought up.

Tuesday's Session

It was 10 o'clock before the convention was called to order.

F. F. Dustin of Redding, Chairman of the Finance Committee reported having checked up all vouchers of the Treasurer and books of the Secretary and found that they were correct in all particulars.

The showing that the Asociation had been crippled in its work through lack of funds, precipitated a warm discussion.

John Mitchell of Oakland insisted that the meagre showing was disgraceful and that if the Association was worth while, it should be kept up and higher dues charged if those existsing were not sufficient.

C. A. Mottaz of Los Angeles, spoke in the same vein.

Mr. Powers of the **Advocate** called attention to the fact that the very best of the Associations found it necessary to resort to picnics, theatre parties and other outside sources to secure funds. High dues would bar out many men whose co-operation would be of value.

Mr. Connolly of San Francisco, told of the aid given Eastern Associations by certain large manufacturers.

Mr. Davis of Crocket, agreed to be one of 200 men to put up $10 each and supply the funds for a secretary who should give all his time to the work.

Mr. Mitchell insisted that unless the Association raised more money than the $1 per capita tax amounted to, it would bust. He insisted that $10 a year meant only about 85 cents a month and he was willing to pay that.

Mr. Newberry—"I have thought that it would be better to hire a secretary at $150 to do our work and save us the necessity of coming to conventions. That we cannot raise a sufficient income to enable us to do this is absolutely appalling. There are approximately 6,000 retail grocers in California. The one act of getting the Fairbanks Co. to name a price on Cottolene has added enough more to the income of the grocers to warrant their supporting ten associations. It

has meant a difference of $125 a month for our firm alone and we represent only about one-fiftieth of the grocery business of Southern California. There are approximately 6,000 retail grocers in California. Think what it will amount to all of them They ought to be willing to pay some salvage on what we have saved for them."

Mr. Newberry here insisted that the grocers should have a State paper of their own and support their organization from that. He suggested that they buy the **Grocers' Advocate.**

Mr. Hauch of Alameda—"We have been seriously crippled in the past by lack of funds. It is a mistake to try to run a State Association without paying for it."

Mr. Hauch thought it would not be wise to have the delegates feel that they were to be taxed $5 or $10 a year for the State Association. He advised buying the **Advocate.**

Mr. Hale of Sacramento.—I stand ready to put up $500 of the money necessary."

Several delegates at once agreed to contribute a portion of the money needed.

Mr. Powers here stated that he would be glad to give them an opportunity to purchase the paper at a fair figure and that the Association would not have to advance any money. He stated that the paper was paying its way at the present time and that the additional income resulting from its increased circulation and larger advertising patronage would enable the Association to meet their expenses and pay for their paper too.

Mr. Paulding of Los Angeles favored acquiring the **Advocate.** He insisted that the paper would pay largely from the beginning.

Mr. Doyle of San Francisco agreed with Mr. Paulding.

Secretary Connolly asserted his willingness to contribute to the Association funds, but told of the experience of certain Eastern Associations where such a policy had bad results.

Mr. Paulding—"When we buy our own paper there will be a great difference in its influence. What it says about a firm that is acting in a way detrimental to the grocery interests will have much greater weight than if it appeared in a paper the utterances of which might be prompted by personal feeling."

Mr. Newberry, as a solution of the problem under discussion, offered a resolution that a committee of five be appointed to whom should be given the responsibility of arranging for a paper to represent the association. The Chair then appointed Messrs. Newberry, Doyle, Aubry, Fancher and Hauch.

Buy the Advocate.

The committee at once retired and entered into consultation with Mr. Powers. As a result of the conference the committee decided to purchase the **Retail Grocers' Advocate** and employ it as an organ for their organization, applying its surplus funds to the work of maintaining the State Association and extending organization throughout the various communities of the State.

McConnolly Reads Correspondence.

Mr. Connolly, in the meanwhile, presented various letters. Among them was an address from John A. Green, president of the National Association. This address was of considerable length and as it is of great interest, it will be printed in the **Advocate** of next week.

A letter was also read from National Secretary Wm. Gray which will also be printed later.

The letter from J. P. Gilespie, of Enoch Morgans Sons Co., accompanying check for $25 which had been paid their company by a wholesale grocer who had violated his agreement to maintain the price on Sapolio.

A communication was also received from the N. K. Fairbanks Co. announcing their intenetion to maintain a retail selling price on "Cottolene" and of their firm intention to see that the trade comply with their demand was received with great applause.

The discussion regarding funds had been so generally indulged in and covered so much time that the noon recess was taken at this juncture.

The Afternoon Session

The matter of changes to the Constsitution and By-Laws came up as the special order of business at 1:30.

Mr. Kilgore of Sacramento introduced the report of the committee which was accepted with a few changes.

The changes provided:

First—The election of the secretary by the directors and not the convention.

Second—Allowing each delegation to vote its entire legal strength instead of only the delegates in attendance.

Third— Making past presidents delegates, ex-officio.

Fourth—Providing for the formation of organizations as branches of the State Asociation, the members paying dues monthly to the central organization.

Fifth—Place and time of directors meetings shall be fixed by the president.

The Constitution and By-Laws as changed are as follows:

CONSTITUTION.

ARTICLE I—NAME.

The name of this Association shall be THE CALIFORNIA RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

ARTICLE II—PURPOSES.

The purposes of this Association shall be to foster and maintain a better social feeling among the retail merchants of California, and inspire confidence among the members of the trade.

To better the State commercial laws.

To correct excessive and unmercantile competition.

To remove by concert of action such evils and customs as are against good policy and sound business principles, whether it be cutting of prices, selling by wholesale houses at retail, improper house-to-house peddling, the distribution and consumption of adulterated and unwholesome goods, the use of fictitious labels designed as affecting the size of the loaf, weight, [illegible] or whatsoever the end may be and giving of premiums; and

To attain the results which experience has proved are not attainable by individual or divided effort.

ARTICLE III—MEMBERSHIP

Section 1. Any organization or [illegible] merchants of any grocery or other [illegible] son carrying on business or dealing in the necessaries of life in the State of California will be eligible to membership in this Association providing there no individual member will be accepted from a town in which there is an affiliating Association.

Sec. 2. HONORARY MEMBERS—Persons may be made honorary members by a two-thirds vote of delegates present at any annual convention. Honorary members shall pay no dues. They shall be permitted all the privileges of the floor, but shall not have the right to vote.

ARTICLE IV—DUES

Section 1. The fee of affiliating Associations shall be fixed at each annual convention at such sum, not exceeding, as the convention may direct.

Sec. 2. The fee of individual members shall be $3 per year.

Sec. 3. Each local Association that may be formed under the [illegible] this Association shall pay to the Association $2.50 for a charter and copies of Constitution and By-Laws, and their per capita tax for the ensuing year.

Sec. 4. Where individual Associations are impractical, the merchants of the community may be organized as a branch of the California Retail Grocers' and Merchants Association, the dues of individual members being fixed at not less than 50 cents per month.

ARTICLE V—OFFICERS

Section 1. The elective officers shall consist of a President, three Vice-Presidents, Treasurer, and five Directors.

Sec. 2. Those officers shall constitute the Board of Directors.

Sec. 3. Five members shall constitute a quorum of the Board of Directors.

ARTICLE VI—ELECTIONS

Section 1. Officers shall be nominated and elected at the regular annual convention and shall hold office for one year, and until their successors have been elected and have qualified.

Sec. 2. Officers shall be elected by a majority of the accredited delegates. The vote of any absent delegate may be voted by the chairman of his delegation.

ARTICLE VII—CONVENTIONS

Section 1. PLACE—Convention shall be held annually at such places as shall be fixed at the preceding convention.

Sec. 2. THE TIME for each convention shall be fixed by the Board of Directors at their pleasure.

Sec. 3. DELEGATES—(a) Individual members, whose dues shall be paid, shall be entitled to vote, providing there be no more than two from any one community. (b) Each affiliating organization shall be entitled to two delegates at large and the following representation: One delegate for each ten men members or fraction thereof up to fifty and one delegate for each additional fifty members or fraction thereof. (c) Elective officers shall have all the rights and privileges of elected delegates and may be elected to office. (d) Past presidents shall ex-officio be recognized as delegates at all conventions and have all the rights and privileges of elected delegates provided they are at the time in the mercantile business.

ARTICLE VIII—FINANCES

Section 1. All funds shall be received and recorded by the Secretary and transferred promptly to the Treasurer, who shall give a receipt therefor.

Sec. 2. The Treasurer shall disburse no moneys except on warrants drawn by the Secretary and signed by the President.

Sec. 3. No warrants shall be drawn on the Treasurer except by the order of the Board of Directors.

ARTICLE IX.—AMENDMENTS.

Any part of this Constitution can be repealed, altered, amended, suspended or annulled at any annual meeting when two-thirds of all the delegates present at such meetings vote in favor of such proposition.

BY-LAWS.

ARTICLE I.—DUTIES OF OFFICERS.

Section 1. President—The President shall preside at all meetings of this Association and of the Board of Directors. He shall act as ex-officio member of all committees appointed and shall sign all warrants drawn on the Treasurer.

Sec. 2. Vice-Presidents—The Vice-President shall, in the absence of the President, assume all the duties usually required of him. They shall serve in the order of their precedence.

Sec. 3. Treasurer—The Treasurer shall pay without delay, from the funds of the Association, warrants drawn on him by the Secretary, when countersigned by the President. He shall give such bond as may be required by the Directors of this Association. He shall deliver to his succesosr in office all books and papers pertaining to his office.

sec. 4. Secretary—(a) The Secretary shall keep accurate minutes of the transactions of the Association, solicit members and collect dues; also keep the minutes of the various committees when requested; file all papers entrusted to him officially, unless otherwise ordered; issue all communications, notices and other correspondence not otherwise provided for; sign or attest, as the case may be, all certificates and reports issued by authority of the Association.

(b) He shall keep a register of all members of the Association, together with their accounts, and a regular set of books required for the proper conduct of the business.

(c) He shall countersign all orders drawn on the Treasurer over the President's signature.

(d) He shall give a bond, subject to the approval of the Board of Directors, to any amount that may be fixed by them. The cost of securing such bond to be at the expense of the Association.

(e) At the end of his official term he shall deliver up to his successor in office all books, papers, moneys, or other property in his possession belonging to the Association.

(f) He shall be the custodian of all properties of the Association.

Sec. 5. Board of Directors (a) The Board of Directors shall assemble at such time and place as shall be designated by the President.

(b) Special meetings shall be held at the call of the Chair or on the written request of five (5) Directors. At special meetings only such business shall be transacted as is designated in the notice.

(c) Ample notice shall be sent to all members of the Board of Directors of time and place of all meetings.

(d) The Board of Directors shall pass on all bills and no warrants shall be drawn on the Treasurer except for bills that they have ordered paid.

(e) The Board of Directors shall have the power

1. To form and carry out plans for organizng the merchants of interior cities.

2. To employ proper legal talent to draft laws that may be deemed desirable by the Association.

3. To employ a Corresponding Secretary and such other assistants for the Secretary as they deem essential, and fix their remuneration.

4. To take such other action as they may deem necessary that may not be in conflict with the requirements of this Constitution and By-Laws.

ARTICLE II—EXPENSES.

Section 1. The actual expenses of the President, Secretary and Treasurer to all annual conventions shall be paid from the funds of this Association.

Sec. 2...Elective officers shall be allowed their railroad fares both ways for all meetings of the Board of Directors they may attend.

ARTICLE III.—COMMITTEES.

Section 1. The President shall, at the first meeting of the Board of Directors, appoint a Finance Committee, whose duty it shall be to audit all bills presented at monthly meetings and audit the boks and the annual reports of the Treasurer and Secretary.

Sec. 2. Should any member of the Finance Committee be absent from a meeting, the acting President may appoint a member of the Board in his place for the time.

ARTICLE IV.—ABSENCES.

Section 1...Should an elective officer be absent from three consecutive regular monthly metings of the Board of Directors he may be dropped from his position at the discretion of the Board of Directors and they shall have power to elect a successor.

PROPOSED LEGSLATION.

Geo. B. Doyle of San Francisco then presented the following report:

Whereas, To properly conduct a mercantile business on safe lines, it is necessary that laws be passed to protect those engaged in same and

Whereas, The passing of such laws can best be secured by co-operation of mercantile associations; therefore, be it

Resolved, That we recommend that the Board of Directors of the California Retail Grocers' and Merchants' Association present at the next session of the State Legislature, laws covering the following points:

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

3d. Honest weights and measures—net weight or measure to govern.

4th. Dishonest advrtising, such as offering goods not as represented.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

Resolved, That the raising of a Special Legislative fund be entrusted to the Board of Directors.

Resolved, That the greatest effort be concentrated to procure the passage of the extending the life of an account, the mutual fire insurance law and the law to prevent the ovrdrawing account.

On motion of Mr. O'Connor of Stockton the report was referred with favorable recommendation to the Board of Directors.

MAINTENANCE OF PRICES.

Mr. Hauch, chairman on the committee on the Maintainence of Prices presented the following resolutions embodying the sentiments of the organization in this respect. They were unanimously approved.

Whereas, The cost of conducting the grocery business has been continually increasing, both through the necessity for stores of finer appearance, beter delivery service and putting in of high class fixtures, and

Whereas, The merchant who intends to pay one hundred cents on the dollar must secure a fair margin of profit on all the goods he sells, and

Whereas, The few cutting stores of each city usually fail after a short career in which they have demoralized the prices of the conservative trade and taken from the conseravtive grocers many of their customers; be it

Resolved, That this association consider that the jobber who supplies such cutting firms goods on credit is guilty of an act that is prejudicial to our interests and unfriendly and unfair to the rest of their trade.

Whereas, The highest courts of the land have decided that the manufacturer may name the price which consumers shall pay for his article, and also has the right to refuse to sell to dealers, both retail and wholesale, who fail to maintain the prices he may fix; be it

Resolved, That we consider it to the best interests of the grocery trade for the manufacturer to require from the trade agreements to maintain a certain fixed retail selling price upon his product satisfactory to the retailer, and also that he require of the jobbing trade that they refuse to supply retail firms that insist upon cutting his established prices.

Whereas, When the manufacturer fails to require of every retail dealer handling his goods a contract to maintain the selling price, and when the manufacturer fails to enforce the contract in any instance, the trade is upset thereby and those parties who maintain the contract are put at a disadvantage by those who did not, and are therefore liable to lose trade; be it

Resolved, That this association favors the selling of goods on the contract plan by the manufacturer, and will cooperate with the manufacturer in maintaining such contract price only when the manufacturer enforces the price contract by every legal means in his power.

Whereas, The maintenance of prices on an article in one community tends to make it easier to maintain the selling price of that article in other communities; and

Whereas, The opposite of this is true, and the selling of an article at a cutrate in one community dissatisfies consumers who are paying a fair price with the dealer supplying them; be it

Resolved, That it is the duty of each Retail Grocers' Association on the Pacific Coast to lend its strength and influence towards encouraging the goods of those manufacturers who may maintain their selling prices, even though the grocers of those particular communities may not have been successful in establishing a card price.

Whereas, The success of the movement to maintain prices in any community in many instances depends upon the knowledge of the manufacturer that if he fails to maintain a fair retail selling price in a certain community, he will lose business in many other communities, and

Whereas, When manufacturers will allow their goods to be cut in one community, it is very good evidence that they will allow their goods to be cut in other communities.

Resolved, That each affiliating association in California should, in justice to itself, pass resolutions agreeing to discourage the sale of goods, the prices of which the manufacturers will not maintain.

Whereas, certain manufacturers have found it possible to minimize cutting on their goods by selling only through jobbers who sign a contract to sell these goods only to retailers who sign agreements to maintain the retail selling price, Be it

Resolved, that we urge upon manufacturers the advisability of the contract plan. Be it further

Resolved, that we will assist in every way in our power to advance the sale of goods so protected.

Whereas, the value of the maintenace of prices and the extent to which manufacturers can afford to devote themselves to this policy depends upon the extent to which they are supported by

Resolved, that we urge the manag- the retail grocery trade, Be it

ers of the National Grocers Association to use its influence to induce manufacturers of articles of widespread use to adopt the cocntract selling plan in all communities where the retail

grocers are prepared to give such manufacturers the support that will warrant their undertaking this system.

PACIFIC COAST ASSOCIATION

F. B. Fancher of Sacramento, chairman of the commitee on Pacific Coast Association presented the following report and resolutions concerning the Pacific Coast Retail Grocers' Asociation. The report was unanimously approved.

After hearing the annual report of the Secretary of the P. C. R. G. Association, the work of the past year, showing great progress having been made, we wish to re-affirm the position of the Association held one year ago in the City of Tacoma.

While there have been many discouraging features during the past twelve months, still the encouragement and support that we have received from all manufacturers and producers has far outweighed the obstacles that we have been obliged to surmount, and we stand today, looking into the future, confident of success, that the two great branches of the distributing trade will soon realize the important necessity of bringing the producer and consumer closer together on legitimate and honest lines.

Therefore, we heartily recommend the continuation of the P. C. R. G's magazine, because it is a work that no trade paper or other organ can properly present to the proper parties, the retail distributor:

2nd. We want to do away with unintelligent and dishonest competition, and we again urge the manufacturer and producer to make a minimum consumer's price upon their individual lines of goods, as the only solution that is legally and morally right to all concerned.

Who Are Wholesalers.?

3rd. We approve of the Board's resolution which was passed in January last, making plain a line of demarcation between both the branches of the distributing trade in the food line, which is as follows:

"Whereas, in the great fabric of producing and manufacturing, distributing and consuming trade, there is a great need of harmonizing and systematizing to the end that the producer and manufacturer shall get the highest possible price for their production and that consumers shall have their goods at the lowest possible price consistent with economy and perfection in the food line; therefore, be it

Resolved that the producer and manufacture should recognize two branches of the grocery distributing trade, namely, the wholesaler and retailer, and that there shall be a difference in the price that each shall pay the producer and manufacturer for their product, and

Whereas, it becomes necessary that there shall be a well defined line drawn between these two branches of distributers; therefore, be it

Resolved, that the producer and manufacturer shall recognize as a wholesaler those who distribute to wholesale and retail distributers, and as retailers those who distribute to wholesalers, retailers and consumers; and be it further

Resolved, that when the wholesaler, who, having the advantage, shall sell other than wholesale and retail distributers, they shall then be declared retailers by the producers and manufacturers and price his goods accordingly."

We recommend that a copy of these resolutions be sent to each individual jobber on the Pacific Coast, to get his individual views of the same. We also recommend that this same idea be presented to all trade papers and to all jobbers in the United States, and again to the National Wholesale Grocers' Association.

Praise for Pioneers.

We especially commend the following manufacturers, who are doing an interstate business, and who have adopted the Pacific Coast plan of protecting a consumer's minimum price:

Enoch Morgan's Sons Co. of New York on Sapolio.

Fairbanks & Co., of Chicago, on Cottolene.

Northwestern Cereal Co., Breakfast Food.

National Food Co., of Niagara Falls, Shreaded Wheat Biscuit and Tricuit.

Kirk & Co., Chicago, Soaps and Crystola.

Gibson Soap Co., Omaha, Neb., Soap and Crystola.

Thurston A., Chicago, Silver Polish. Polish.

Also the following California manufacturers:

C. P. Grogan &Co., Chicago, Olive Oils.

Bishop & Co., Los Angeles, Ketchups and Crackers.

Los Angeles Soap Co., Soaps.

Bowles Bros., Compound Flours, etc.

Del Monte Mills, Meals and Breakfast Foods.

These have, as we have said, accepted the Pacific Coast plan and adopted it, thereby laying the foundation to protect their fixed minmum retail price legally.

Raises Cost to Consumers.

We especially call attention of all manufacturers and producers of copyrighted or patented articles to the fact, that while sugar, coal-oil, packing-house products and flour, make up fully 40 per cent of the retail grocers business, they still practically pay none, (excepting flour) of the cost of distributing their product.

The consumers have been and are today, unreasonably taxed for sixty per cent of their staples, in order that these four products should be distributed (for the giant trusts) as they are, for nothing. And we ask the co-operation of the State and the affiliated associations, to work to the end, that each line of goods shall bear its own proportion of the distributing charges; and to that end we wish to lay out for this year's work and prepare before the wholesale branch of the distributing trade our absolute necessities and cost of distribution, to the end that the manufacturers and producers of sugar, coal-oil and packing-house products shall see the necessity of giving us a fixed minimum consumer's price, that shall cover the cost of their distribution. And that we further take this up with 100 of the leading manu-

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop



Guessing

Handle the article that you **Know** is **Pure** and **Good.**

Handle the article on which you **are sure** of a **legitimate profit.**

Grogan's Purity Olive Oil is the **best** that can be made and the selling price is **strictly** safeguarded.

Costs Less———Pays You More!

Get from your jobber—or send to maker.

CHAS. P. GROGAN, Sole Maker
1744 Alboin St., Los Angeles, Cal.

facturers of this country, and ask that they follow the example of Fairbanks and others in this line, to the end that the terrible loss by continuous failures of fully three-fourths of those engaged in the retail grocers business, shall in a way be mitigated: That these losses and failures are a heavy drain upon the National Finance, pauperizing many retail distributors each year, and making them a burden upon the body politic.

We do not thhink that the country at large realizes the paupers that are being made through the retail grocers' distributing department of this country and ask for a consideration from the manufacturers and consumers upon this point.

E. W. Hale, chairman of the committee on Nominations announced that the secretary of the committee, H. K. Duncan of Oakland would present the report. Mr. Duncan presented the report as follows:

President, A. A. Jost of Sacramento.
1st Vice-President, G. B. Doyle, San Francisco.
2nd Vice-President, F. W. Aubry, Stockton.
3rd Vice-President, Chas. Mottaz, Los Angeles.
Treasurer, C. B. Pearson, Stockton.
Directors: F. B. Conolly, San Francisco, J. W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.
Pacific Coast Association Directors: J. R. Newberry, F. B. Fancher, H. Hauch.

The report of the committee was approved.

WHOLESALERS RETAILING.

W. A. Cobb of Glen Ellen, chairman of the committee on Wholesale Retailing, presented the following report which was unanimously adopted:

Whereas, Many Wholesalers and manufacturers sell indiscriminately to all hotels, restaurants, boarding houses, colleges, etc., and

Wheras, Much of that trade would othrwise go to retail dealers, and

Whereas, The majority of this business is ultimately secured by those firms, which, while doing a retail business, pretend to be wholesalers, be it

Resolved, That the California Retail Grocers' and Merchants' Association disapprove of the practice on the part of wholesalers and manufacturers in selling to establishments that would otherwise be supplied by retail grocers, and whose trade really belongs to the retailers of their respective communities; be it further

Resolved, That when a wholesaler or manufacturer insists upon continuing such a policy in the face of opposition of the retail grocers of any community, that we will consider such action on their part as unfriendly, and act accordingly.

Whereas, The firm that sells to consumers in any one community makes it evident that they would sell to the consumers in other communities if circumstances made it profitable; be it

Resolved, That the affiliating association and individual members of the California Retail and Merchants' Association pledge themselves to confine their trade as far as possible to those concerns whose business is large enough to warrant their doing a strictly wholesale grocery business in each community where they operate.

Whereas, The retail grocers of many communities suffer from the unfair competition of tea and coffee peddlars, and the consuming public are generally deluded in the quality of the goods purchased from the persistent salesmen who play upon the sympathy and credulity of the innocent housewife and who pay no rent, no taxes, no license, no insurance, no interest on investment, no clerk hire, no gas, power or light, and pay nothing to support the local government.

Resolved, That each Association should use its influence with the legislative body of its community to secure the passage of ordinances tending to restrict peddlers and make them pay their just proportion towards conducting the local government.

Resolved, That we consider it unfair for any firm that seeks the trade of retail grocers to send out peddlers, or solicitors for peddlers, or supply peddlers with goods.

PREMIUM SCHEMES.

L. S. Stepp of Lemore, Chairman of the Premiums Schemes Committee, presented the following report which was unanimously adopted:

Whereas, The adoption of premium schemes as a method of advertising by one manufacturer, invariably results in the adoption of similar schemes by his competitors, and by so doing, reduce the value of said advertisement to nothing; and

Whereas, The payment for these premiums always has to be made by the retailer and later by the consumer, and

Whereas, In this way, the retail grocers are forced to handle crockery, silverware, clocks, etc., generally to the disadvantage of other merchants and without adequate returns to the grocers for the amount of money invested and the special effort required; be it

Resolved, That this organization declare itself as being opposed to the use of premium schemes by manufacturers, be it further

Resolved, That we will, in every instance, give perference in the sale of goods to those who seek to secure an increase of business because of quality and price consideration rather than by the giving away of presents.

Resolved, That the only legitimate basis of competition is quality and service, and that we are opposed to the giving of premiums in any form or manner.

Extension of Organization.

F. B. Connolly, Chairman of the Committee on Extension of Organization, presented the following resolutions which were unanimously adopted:

Resolved, that where there are enough grocers and general merchants in a town to authorize the formation of an association that wherever possible the organization shall be formed as "The..... Branch of the California Retail Grocers' and Merchants' Association" and the dues of the members be fixed at not less than 50c per month, payable in advance, the State Association to supply all letter heads, envelopes and other printing. That the State Association appoint a secretary whose duty it shall be to distribute to the members each month a copy of the State Delinquent List; to collect the dues each month, retaining for that service a certain fixed sum, to call the members together in meetings whenever such meets may be deemed necessary by the officers of that organization; to get from the members their bad bills and attend to the collection of the local accounts sending the out of town accounts to the State Association for its collectors to handle. Sending a list of all accounts in his hands each month together with a record of collections, etc., to the State Association office for publication; keeping a record of all meetings of the branch of which he is secretary and attend to the correspondance of said branch.

Mr. Newberry , chairman of the committee on General Resolutions presented the following report:

FAVOR THE NATIONAL ASSOCIATION.

Whereas, the dissemination of the association idea has been much encouraged during the past few years by the activity of the National Retail Grocers' Association, and

Whereas, the grocers of the country will be greatly benefited by the enforcement of a national pure food law, and

Whereas, the grocers of the country would be greatly benefited by the prevention of the passage of the Parcels Post bill.

Whereas, the grocers of the country can only secure recognition from the National Congress through the medium of an organization that voices the sentiments of the grocers in many different states, and

Whereas, there are many movements of general value that can be assisted by the co-operation of grocers in widely different communities, Be it

Resolved, that we consider it to the advantage of every Grocers' Association in California to affiliate with the National Retail Grocers' Association and lend its influence and financial support to the maintenance of the National Association of Retail Grocers of the United States. Be it further

Resolved, that a copy of this resolu-

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. **J. T. WILSON.**
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...$	.80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

tion be sent to every affiliating association in California, with a letter advising them t forward their per capita tax to the national secreary, and, if possible to send a delegate to the annual convention, which convenes at Dallas, Texas, in January.

Recommend a Delinquent List.

Whereas, we recognize that a delinquent list and a collection agency is of inestimable value to the members of the California Retail and Merchants Association, and

Whereas, it is necessary to facilitate a more speedy location of bad debtors and obtain a ready co-operation of the various members with the State Secretary, be it

Resolved, that the Secretary undertake issuance of credit ratings when called upon by the individual members or secretaries of the affiliating associations, that he shall keep a record of such ratings in his office for ready reference.

Thank Mr. Powers

Resolved, that the thanks of the California Retail Grocers and Merchants Association be tendered the "Retail Grocers' Adocate" and its editor, Mr. A. H. Powers.

Mr. Pauiding of Los Angeles, requested permission to present a resolution lauding the work of Mr. Warnke and Mr. Connolly in their respective positions of President and Secretary of the organization. He said that he had no doubt but that in recognization of Mr. Connolly's services he would be again elected Secretary, and that it was an honor Mr. Connolly deserved. Mr. Paulding put the motion and it was carried by a rising vote.

Mr. Warnke made a brief speech of thanks assuring the convention that what he had done for the association during the past five years had been a labor of love. He assured them that he would continue for association first, last and all the time.

Mr. Connolly also briefly thanked the convention for the vote of thanks and confidence given him and assured them that whatever efforts he could put forth for the association he would be glad to give.

Mr. Newberry explained that owing to press of important business the committee had not time to prepare the usual complimentary resolutions of thanks, but he would ask the convention to instruct the secretary to thank the Merchants Exhange for the compliment of its reception and the Merchants Association for its kindly invitation and the Retail Grocers' and Merchants' Association of Alameda County for the splendid hospitality and entertainment that had been offered the delegates.

Question Box Arouses Interest

The opening of the question box was the occasion of much interest and amusement. Owing to the press of time, many valuable matters had to be passed with only a remark or so. Many of the questions occasioned considerable fun and laughter.

Sacramento the Chosen City

W. E. O'Connor of Stockton was the first speaker when the matter of the choice of the next convention city was brought up. He moved that the choice be the city of Sacramento. He spoke of Sacramento as one of the strongest organizations in the Association, that had always been loyal and that in the past had not been shown an particular favors.

C. A. Mottaz of Los Angeles announced that the organization of his city was prepared to entertain the convention if they should come to the Southern city. He told of their having the largest membership in the state and spoke of the numerous advantages of the metropolis of the angels.

F. F. Dustin of Redding pointed out that the holding of the convention at Sacramento would unquestionably bring together a number of grocers of the Upper Sacramento Valley. Two years ago when he was seeking to organize the merchants of the Upper Sacramento Valley with the aid of Mr. Powers, he had received letters from Yreka in the north to Woodland in the south expressing desires of co-operation work. He felt that the choice of Sacramento would greatly assist the progress of association among the grocers from his district.

J. F. Paulding of Los Angeles recounted the numerous beauties of his city and the possibilities for hospitable results. He concluded his remarks by seconding the motion in favor of Sacramento.

Mr. Stulz of San Francisco made a witty little speech in favor of Sacramento. When the matter was put to a vote the Capitol City was unanimously chosen as the next convention city even Mr. Mottaz voting for that city.

Association Buys "Advocate"

Mr. Newberry of Los Angeles, here reported for the committee appointed to confer with Mr. Powers. He advised the purchase of the **Advocate** upon the terms agreed upon by Mr. Powers and the committee. He explained what these terms were The convention voted to accept the proposition without a dissenting voice. On motion duly seconded the committee appointed to confer with Mr. Powers, consisting of Messrs, Newberry, Doyle, Aubry, Fancher and Hauch, were appointed a Newspaper Committee to direct the policy of the **Advocate** during the ensuing year.

Election of Officers

President Warnke at this juncture appointed Messrs. O'Connor, Stulz and Newberry a committee to escort Mr. Jost the nominee for President to the Chair.

The point was raised that Mr. Jost was not yet elected.

It was moved and seconded that the Secretary be instructed to cast the ballot of the entire body of delegates for the nominees recommended by the Committee.

This action was taken and Mr. Jost was then escorted to the platform. Mr. Jost made a short but earnest address in which he assured the delegates that he would devote himself to the success of the organization. In part he said:

President Jost Gives Thanks.

"In the Souvenir Program prepared for this convention, the editor has pointed me out as being a very modist man. You will understand, therefore, why it is that I do not care to speak of myself even at this juncture I desire to assure you, however, that I will do the best I can for the best advancement of the oraganization I predict for the next year a larger and better convention than even the convention this year.

"The past year has been one of adversity and the difficulties of the State Association officers must have been correspondingly great. I wish to congratulate President Warnke and State Secretary Connolly on their success in keeping the organization together. I think that under the happier circumstances of the ensuing twelve months, I would be very derelict in my duty if I did not succeed in bringing about a very decided growth."

The Trolly Ride

Mr. Hoffmann, chairman of the committee on Arrangements, here stated that the special car that was to take the delegates and their wives on the trip through Alameda and Berkeley was now ready.

While some of the delegates could not participate in the trolley ride there were enough to completely pack the car which was at their disposal and the trip proved very interesting and pleasant to the interior merchants.

Merchants Exchange Reception

At 7 o'clock, the beautiful rooms of the Merchants Association were thrown open open to the visiting grocers. There was an orchestra in attendance and in the room used by the Grocers Association a large table held giant bowls of punch and lemonade. Dainty cakes were also served.

The delegates gathered at the Exchange headquarters and were introduced to Oakland's notables who entertained them. The time preceding the banquet was pleasantly spent in exchange of ideas and introductions.

NEW
SAUERKRAUT
PICKLES,
CATSUP,
VINEGAR.
ORDERS PROMPTLY DELIVERED
OURS IS THE ONLY FACTORY IN FRISCO.
Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

The Banquet

It was shortly after 9 o'clock that the delegates formed in procession and marched to the Metropole Hotel. Here one o fthe finest banquets ever presented to the delegates of the State Grocers' Association was prepared.

The menu was as follows:

MENU

Seventh Annual Banquet

CALIFORNIA

RETAIL GROCERS' AND MERCHANTS' ASSOCIATION.

Manhattan Cocktails
Chicken Consomme en Tasse
Olives Radishes Gherkins
Salted Almonds
Filet of Halibut, a la Normande
Potatoes Hollandais
Copo D'Oro Riesling
(The Winedale Co.)
Pattie of Sweetbreads a la Reine
New Green Peas
Zinfandel (Theo. Gier Co.)
Cardinal Punch
Squab Chicken with Dressing au Cresson
Steamed Potatoes Baked Tomatoes
St. Julien
(Siebe Bros. & Plagemann.)
Cold Asparagus, Mayonnaise
Neapolitan Ice Cream Fruit
Fancy Cakes Swiss Cheese
Water Biscuit
M. J. B. Coffee
Cigars
Haas Bros.
Wm. Cluff Co.
Big Dick Cigar Co.

John Mitchell of Oakland, was toast master. The banquet was served with splendid precision. When the desert was ready, Toastmaster Mitchell introduced State Secretary Connolly saying: "We all take our hats off to San Francisco. We always have and probably always will. It is therefore, a great pleasure to call upon one of San Francisco's representative young men, Mr. Connolly, who has acted as Secretary of the State Asociation for the past twelve months."

Mr. Connolly made a witty speech in which he t old numerous interesting stories.

Messrs. Powers of San Francico, Mayor Frank K. Mott of Oakland, Superior Judge Harry Melvin and Mr Capwell made witty speches. Retiring President Warnke spoke briefly and then treated the assembled guests to a song rendered in his own inimitable style.

J. R. Newberry made a brief but telling speech.

Paulding, the Poet.

J. F. Paulding was introduced as the "Poet of San Pedro." Mr. Paulding gracefully acknowledged the compliments paid him and then stated that he had frequently been given credit for many things he really was not to blame for. He said that when Mr. Fancher had alluded to him as being especially proficient in handling legislative work, that Mr. Fancher evidently overlooked the fact that his friend Mr. Warnke had secured the passage of laws of more importance and much harder to handle than those he, Mr. Paulding, had secured. Mr. Paulding then presented the following:

PAULDING'S POEM.

Mary had a little lamb, its fleece was white as snow,
And everywhere that Mary went, the lamb was sure to go.
It followed her to a store one day, on a corner near
Where Mary had been looking for a cup of foamy cheer.
Mary was a 'Frisco girl, and so did not go far
To find a corner grocery store that had a corner bar.
Now things are changed by Connolly, Doyle and the Powers that be
And no corner grocers with their bars in 'Frisco you will see
But the fleece on Mary's little lamb is still so white as snow.
And when it wants a glass of beer, Mary knows just where to go.

F. B. Fancher of Sacramento delivered an eloquent and interesting address that was warmely applauded.

Congratulations from Jost.

A. A. Jost of Sacramento, in the course of an interesting talk, said that he little dreamed when he helped organie the State Asociation six years ago what the results would be. The grocers were now beginning to realize that the harvest time was at hand and he thought that in the past two years the Sate Asociation had been beneficial to all to a greater degree than even its organizers had hoped for. As president of the State Association he returned thanks to Oakland, to the Southland and to the whole state for the courteous welcome that had been accorded them.

Mr. Mitchell called the attention of the gentlemen present to the firms who had contributed towards helping make the banquet a success and with a chorus of "Auld Lang Syne" the banquet broke up shortly after one o'clock.

MAKE FIRST DELIVERY

Through the efforts of the Fred. F. Hobbs Co., Northern California representatives for Curtice Bros. Blue Label Ketchup, the manufacturers of this splendiid and popular article have been successful in landing the first shipments of catsup for the retailers of San Francisco to be delivered on their future contracts.

This catsup is now being delivered by the jobbers of San Francisco. Owing to the extreme high quality of these goods the dealers are to be congratulated on the fact that they are now in a position to offer to the trade the new pack of 1906. Blue Label Ketchup. The fact that the market had absorbed all of last year's pack should make these goods especially welcome to the trade.

H. S. Elliott & Co. report that for the month of August, 1906, nearly $1,000 more business was done at their new Valencia street store than during the same month of 1905. Mr. Eliott does no cutting and sends out no circulars. He has good windows which he dresses carefully and good solicitors. He says: "We sold 1,200 pounds of coffee in August, most of it 40 cent goods and none cheaper than 25c—something that would be impossible on Third street. People want quality here. Five cent sardines and similar cheap stuff does not seem to go." Mr. Elliott favors early closing.

QUESTION OF ETHICS.

Wholesale Grocer Complains of Certain Trade Conditions as Unfair.

The Advocate is in receipt of the following letter that explains itself.

Ventura, Cal., Sept. 22, 1906

Editor "Retail Grocers' Advocate":

..Dear Sir: As one who would like to see conditions so as to protect retailers from encroachments of wholesalers and vice versa, allow me to ask what a wholesaler should do in following case. The wholesaler is shiping in produce or staple grocers in car lots, distributing to retailers only. A large retailer of the place, in order to get advantage of his fellow retailers, buys this article in car lots though his legitimate trade does not justify in so doing. He sells half or two-thirds of it to smaller retailers in the town and country at two per cent above cost or at extra cost, retaining balance for his own use.

Thus he ruins the wholesalers business and makes his money on retailing.

The retailer who can and does buy in car lots, can buy many articles, in fact most staples, as cheap as the wholesaler.

By answering above question you will confer a favor on a subscriber and one who has found the above reason to be an argument against wholesalers strictly protecting retail trade in many instances.

Respectfully.

CHANNEL COMMERCIAL CO.

G. S. Barnes, Pres.

The condition complained of by the Channel Commercial Co., is due to the disorganized condition o fthe grocery trade. It is one of the results of a policy which has caused the retailers to suffer so much, that is the policy expressed by the saying: "Might makes Right."

Were the jobbers united in protecting the rights of the retailer, they could demand of large producers that they sell in a wholesale way only to legitimate wholesalers and the retailers, as a body, would not only not interfere, but would even lend their aid to the movement

As conditions now are, the retailers can only say to the jobbers: "If you sell to my customers, myself and my co-workers in the retail field we will not buy from you."

The attitude of the organized retail grocers of California on this matter will be readily seen from the unanimous approval given at the recent State Convention to the report on the Pacific Coast Grocers' Association made by F. B. Fancher of San Francisco in which the question raised by our correspondent was particularly treated. We would advise that this report be carefully read by the Advocate subscribers.

Clerk's Corner.

HOW THE JOB WAS LOST.

Soldering Causes Clever Man To Lose His Place.

"Soldiering" is a habit which is easily acquired but which is not so easily gotten rid of. Many a young fellow has spoiled his chances of future success by responding to those elements in his nature which advise him to do only what he has to do and take things easy when the boss is not around.

The Chicago Tribune in a recent issue offered a prize of $5 for the best told story of how a job had been lost. Many interesting anecdotes on this subject were forthcoming but the one which in the opinion of the judges is told in such a manner as to contain a warning to other young men, is the following story in which the writer acknowledged that "soldiering" was the cause of his downfall:

"Soldiering cost me my job. I had been with a big hardware firm for nine years, beginning as office boy and working my way up from salesman to traveling salesman, to foreman of the stock rooms, to head buyer, and finally to general manager. Of course, I was hampered as general manager, because the two members of the firm still were active and insisted upon running their own business, but I was the biggest man in the firm except them, and felt it.

"I had worked hard for years, usually at a small salary, and when I reached the place I had worked so hard to reach, I did not know that it was up to me to work harder than ever, but drew a sigh of relief and figured I had arrived at a spot in my career where I could take things a little easier.

"I would have begun to take things easy the first day I acted as manager, but there was no chance with the two members right over me with their eyes open all the time. For nearly two years I hustled and made good as manager. Then the senior member fell sick and decided to retire from active business. It was hinted broadly to me that in the course of time, I would be a member of the firm. Instead of feeling thankful I was a bit sore because I hadn't been taken into the firm already. I felt that I had earned it.

"The idea of taking things easy possessed me and my wife encouraged me in it. She always felt that I was being imposed upon. I did not see then, but I do now, that the junior member jumped in and worked harder than ever when his old superior retired. I had a private office, my own stenographer, and I felt important. I started soldiering right then, but not enough to make it noticable. I often went home at night feeling guilty and conscious that I was not giving my best time and attention to the work—and certain that I could have attained better results had I buckled into the work as I always had done. I wasn't lazy—I simply felt that I had earned a rest.

"The habit of soldiering grew upon me. I did not seek work, and contented myself with doing what was at hand. The climax came when the junior partner took a six weeks' vacation. Instead of realizing that it was time to dig in and make a record for myself I simply figured out that, as I was in charge, the others should do the work.

"For about four weeks I soldiered; I came late and left early. I spent two hours at lunch. Then, one morning I waked up to the fact that things were going to pieces. For the next two weeks I did enough work to earn four salaries, but I could not catch up. The entire business was demoralized, and it was weeks before it was straightened up. I saw the error of my ways before the junior partner spoke of it.

"He was cold when he returned. He was colder when he spoke to me. He told me plainly that I had thrown away the chance of my lieftime. I think even now that had I confessed everything and promised to heed the lesson I had learned he would have passed the whole matter over, but instead I got angry—lost my temper and my job.

"I deserved it. It has taken me four years to get back half what I lost, and probably I never will recover it all."

PEDDLERS SUE JOBBERS

Recently Trunk & Clarke, a firm of box car peddlers, disturbed trade conditions in Washington by selling in quantities to the farmers. There were so many complaints that the wholesale grocers of Spokane, Wash., refused to supply them with further goods.

Now, alleging conspiracy on the part of some of the leading wholesale grocery houses of Spokane, Trunk & Clarke have brought suit for $20,000. They declare the defendants have refused to supply them with groceries and have ruined their business. The Boothe, McClintock Company, B. L. Gordon & Co., Powell, Sanders Company, Benham & Griffith, F. D. Carbary, Pete Nelson, M. E. Hay and T. E. Hay are named as defendants in the complaint of plaintiffs.

Carl H. Trunk and D. F. Clarke constitute the firm that brings suit. They are in the business of "peddling" out groceries direct to the consumer in the country and city. They claim to have been purchasing groceries in large quantities from the defendant firms. They allege a conspiracy was entered into by the latter to discontinue supplying them.

The Spokane wholesalers need have no fear, providing they made no agreement to sell the peddlers. The courts have decided that jobbers can refuse to sell parties if they feel they will hurt themselves or their customers by so doing.

CALIFORNIA.

Suisun—William A. Hammond has been chosen by the directors as manager of the Rochdale Store Co.

Glendale—The Glendale Grocery has incorporated with a capital stock of $25,000. The directors are: F. G. Taylor, W. C. Traley, F. C. Hezmalhalch, C. G. Hezmalhalch and W. A. Talbot.

Upland—Samuel C. Baldwin has purchased the San Antonio Heights store.

Santa Cruz—John J. Williams has opened a grocery store.

Sawtelle—A. W. Deul has purchased C. E. Watson's grocery.

Stockton—Drury & Bartholomew have purchased Jason Parker's grocery at Grant street, corner Webster avenue.

Colusa—Fire destroyed the follow- business houses September 17th—Levy's general store, Patton's general store, the Rochdale store and others.

Sawtelle—Stephens & Stephens have purchased the grocery formerly owned by Mrs. Peck.

Glendora—Walter Deshields will open a grocery store.

Los Angeles—Gasoline selling without labels on the cans brought five grocers into Police Court. Three paid $5 each and two $10, it being their second offense. Salvia Gall, 624 Macy street, R. E. Hollems, 524 East Fourth street, and J. H. Fahey, 246 East Sixth street, were the first offense case.

San Francisco—J. B. Hoss has purchased J. H. Von Deherden's grocery at Grove and Buchanan streets. Mr. Hoss formerly owned the grocery at Gough and Grove streets.

SOUTHERN CRACKER FACTORY

San Diego, Sept. 11.—Bids for excavation for the new cracker factory are being received and the expectation is that construction will be under way in a few weeks. The factory will be built of cement blocks, two stories in height on a lot 50x100. The building is planned to carry two more stories when the business of the factory demands additional room. There will be two elevators.

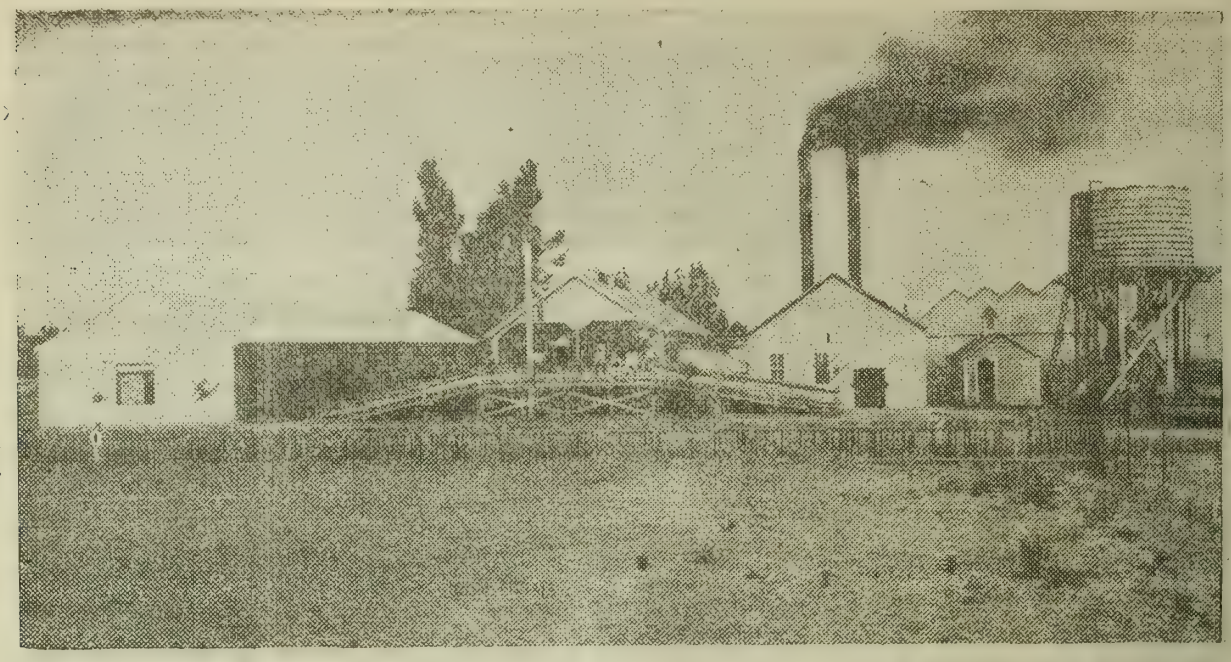
The offices and salesrooms will be finely finished in natural wood. The windows and skylights are to be of water glass for protection against fire.

WANT EARLY CLOSING

The "New West Trade" of Spokane, Wash., says

"Dayton merchants are generally signing a petition for the early closing of stores throughout the winter months. The only difference of opinion in the matter appears to be in the hour, there being an equal division as to whether it shall be 6:00 or 6:30.

Everett merchants are generally signing an agreement for extending the early closing of stores so as to include the first, tenth and fifteenth of the month, these days having been heretofore eliminated on account of pay days at the various manufacturing institutions.



PRAISE ALPINE COMPANY.

Insures Prosperity for Farmers of San Benito County.

The "Mercury" of San Jose, in an interesting article on San Benito, speaks as follows of the dairy interests of that county:

While the broad plains of San Benito county always made it a desirable cattle country, it has only been within the last decade that the dairying interests could be profitably developed, owing to the fact that before the cheese factories and creameries were established none of the milk product could be shipped to the large centers of population. Ranchers had modest patches of alfalfa, and kept a few cows that supplied the family with milk and butter.

"The advent of three cheese factories—Starr's, Vile's and Orr's—and of the Hollister Creamery, ultimately supplied a market for 10,000 to 12,000 pounds of milk per day, or from 1,250 to 1,500 gallons.

Alpine Co. Supplies Market.

"Today milk is a very profitable by-product of the farms and yields spot cash all year around. The demand is in excess of the supply. This is largely owing to the establishment at Hollister in 1904, by John B. Meyenberg, of the Alpine Evaporated Cream Company, which produces evaporated cream and condensed milk and now buys from the farmers 20,000 pounds (2,500 gallons) of milk daily.

"The capacity of the plant is being enlarged and it will be soon possible to handle several times that amount of milk.

"Mr. Meyenberg is the inventor of evaporated cream, and his first factory was in Highland, Ill. His partner in the big enterprise at Hollister is Andrew R. Patrick.

"The company runs milk routes into San Juan and San Felipe alleys. The milk production of the farms about Hillister has doubled in the last two years, and the future is big with richer promise."

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GROCERIES
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MORRIS BROS. & CO.
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HAND SAPOLIO

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HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

THE BEST IS THE CHEAPEST

Keeping the BEST and pushing it means
Satisfied Customers and increased trade.
Be abreast of the times and recommend

ALPINE THE QUALITY CREAM

Is the Best,
and therefore
THE CHEAPEST

Its PURITY is backed by a $1,000.00 guarantee.
IT IS FREE from the cooked taste of other creams.
ITS GOLDEN GLOW proves its richness in butter fat.

Alpine Cream

is put up under the personal supervision of J. B. MEYERBERG, the originator of all Evaporated Creams, who from experience knows that

THE BEST IS THE CHEAPEST

THE RETAIL GROCERS ADVOCATE

L. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, OCT. 5, 1906. VOL. 11, NO. 39.

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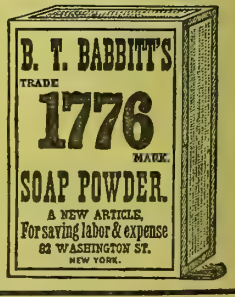


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The Big Profit Package.

In one month Quaker Best Corn Meal has "made good." No other cereal has ever met with such tremendous success at the start.

Its sale is increasing at a rapid rate because it is the best Corn Meal made—the kind consumers have always wanted.

The Quaker name and trade-mark, and the Quaker process of milling guarantee its purity and superfine quality.



MADE OF THE VERY CHOICEST

WHITE CORN

OR

YELLOW CORN

To Suit the Requirements of Your Trade.

Many Dealers are Selling Both Kinds

Quaker Best Corn Meal is sold only in sealed packages.

It almost sells itself and is a sure repeater.

The profit for you is **extra good.** Figure it out for yourself.

There is a bigsaving for you, too,—a saving of time, trouble, loss and waste which you always have to stand for when selling Meal out of a barrel. Figue this out also.

If you haven't bought Quaker Best Corn Meal order a supply from your jobber today.

Quaker Oats Company,

SUCCESSORS TO

The American Cereal Company

Chicago, Ill.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., OCT. 5, 1906, VOL. 11. NO. 39.

THE

RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

Maple Sugar.

Indications are that the crop will be used up before new arrives. The demand has been increased greatly by the pure food agitation.

Coffee.

"A large advance from the present low level is a foregone conclusion," say Willett & Gray.

Tea.

There is a decided scarcity of dust and siftings.

Rice.

Many southern mills are reported closed, owing to the scarcity of roughtrice and the high prices demanded by producers.

Currants.

Decided advances are due to shortage in Greece and the manipulation of the Greek currant Trust.

Canned Fruits.

All varieties are firm and good property at present prices.

Canned Tomatoes.

Inclement weather has caused a decided shortage in the Eastern pack.

Canend Corn.

Beter class goods are in small supplies.

Canned Oysters.

It is expected that opening prices will be from 10 to 15c per dozen higher than last year.

WORKING FOR GOOD LAWS.

State Grocers' Association Makes Appeal for Closer Co-operation. By Frank B. Connolly, Secretary.

Now that our convention has passed we can look dispassionately at the results secured and realize what our accomplishments mean.

The grocers of the State are better prepared to accomplish results than ever before. This is because, as a result of six years education, begun and fostered and carried on very largely by San Francisco, the grocers of the interior have wakened to the possibilities for themselves of activity and are prepared to exert themselves.

We now face the necessity of an active legislative campaign. The laws proposed by the committee on legislation are all needed. They are as follows:

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

3d. Honest weights and measures—net weight or measure to govern.

4th. Dishonest advertising, such as oering goods not as represented.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

If we are to get them, we must be prepared to work and to work hard. We must have them carefully drafted, so that we can be sure that they will stand if we get them through the legislature. Then we must send commitees to Sacramento and follow them up closely.

Every merchant in the State who wants any of those laws should join with us.

Individuals Are Helpless.

No merchant alone, could afford to pay the expense of drafting any one of the laws suggested. Neither could he afford to follow up the bill to see that it receives proper consideration. Finally, it would be impossible for him to secure the passage of the law.

It is only by the uniting of a great number of the men of similar interests all over the State that they become entitled to consideration from a State legislature.

Are **YOU** willing to help?

What laws, if those named above, do you deem most important?

These things we want to know and must know if we are to win out and we will.

Besides this, we need funds. There will be legal expenses to be met. Circulars must be sent out. Committees must be sent to Sacramento and their hotel bills and railroad fares paid.

To meet these expenses will require about $1500. The State Association raises by its per capita tax only enough funds to meet its current expenses. This is an extraordinary expense that must be met by subscription? Are you willing to help? If you are, please write and tell me. Your letter will encourage some one else and thus the good work will be spread.

Other Association Work.

Of course, we have other work to do. We have to help manufacturers realize that it pays beter to maintain pric-

(Continued on page 13.)

FRISCO'S BIG JOB.

Leading Grocers Must Work Together To Get Results.

Every grocer in San Francisco owes it to himself to join the Associated Retail Grocers. Already nearly 100 of the best grocers of the city have done so in order that they might use their united influence in securing matters of common interest.

When one man protests because department stores are alowed to cut some article, the manufacturer pays no attention. When 100 merchants say they will not handle the goods if he allows them to be cut, the manufacturer does not dare to refuse.

Unless the grocers get together, even their friends will not dare to help keep prices up. Such action would mean a fight and possible antagonisms with no increase of business to make up for loses.

We need a good delinquent list.

We need better laws.

We need better profits on many lines that can be controlled.

We need an organization to voice our desires.

We want to prevent wholesalers from selling to our customers.

We can only get these things by working together.

The Associated Retail Grocers offer this protection. Every grocer should send his name to **J. J. CUSACK**, Acting Secretary, 1714 Webster Stret.

GROCERS' ASSOCIATIONS— WHY ?

A Review of The Causes That Have Lead to the Formation of Associations.

BY H. HAUCH, Alameda.

The grocers association, like every other combination that has for its object the protection of the individuals composing it, is distinctly a child of necessity.

When unrestricted competition, the feature of the commercial development of the last century, had run its course and its fruits were ripe, they were found to be bitter; yes, even poisonous. The effects were seen in the never-to-be-forgotten years 1893 to 1896, years that at once marked the culmination of the individualistic competetive system with its horrors of wreck and destruction and that also nurtured into power the comparatively new idea, the adoption of the principle of association and co-operation in commercial life.

It was but natural that the larger interests in our social fabric were the first to respond to and to adopt the new idea. You will remember that those years and the years immediately following marked the transformation of our industrial system from one of free competition to the one prevailing at the present day, the system of combinations, trusts and in its later development, of absolute monopoly in the most important lines of production.

The Grocers Finally Wake Up.

The distributive factors in our social system of economy recognized the new idea and took hold of it as a means to get out of the deplorable conditions into which unrestricted competition had precipitated them. The result is that everywhere we look we will find that some form of association has taken the place of the system of old. And, as the years go by, the movement towards more and still more perfected systems of co-operative effort is manifest in all branches of industry and commerce.

The grocer was one of the last to see and recognize the power for good which this development held out to him. He finally awoke, and the result is seen in the rapid development of the grocers associations throughout the country. It is true that as yet we have only learned the A B C of the new alphabet. But it is also true that we are trying hard to master the remainder, and each new letter learned gives us more facility to grasp and acquire the remaining ones.

Closer Relationship Beneficial

Of the direct benefits to the grocer from association with his fellows, the fact that it has brought him into closer personal relationship is by no means the least important. The personal antagonism of old is a thing of the past. We meet as friends, to-day, with hearty good will towards one another and in a spirit of mutual helpfulness and fellowship. We are beginning to realize that we help ourselves the most when we try to help all. In other words, the spirit of solidarity is making itself felt. We find that the more we give, the more we receive and that the old saying "all for one and one for all" means potency and power.

This personal contact of the grocers in their local associations is of vastly more benefit than can be measured by the direct results obtained. It exercises a restraining influence in all matters where the interests of others are concerned.

Cutting Is Lessened.

Indiscriminate cutting of prices on articles of general character, is greatly minimized even though no price agreement has been entered into. We are apt to carefully consider the effect our actions will have on the trade as a whole, and to be guided b our mutual interests more than by mere selfish impulses.

Respect for our competitors and the desire to earn and maintain their friendship and good will, is a force the benefits of which it is hard to estimate. That it has raised the generally acknowledged standards of conduct in our trade immeasurably cannot be doubted. The recognition of common interests and aims is more, and again more, displacing our desires for mere personal advantage.

It is this fact that makes the future of association work look bright and hopeful for greater results in the days to come.

Manufacturer, Jobber and Retailer

As the different factors in the distributing fabric become more closely knit together, the interdependence and identity of their interests become more obvious.

It is a matter of the most vital importance to the manufacturer that the huge sums expended by him in introducing his commodities, be not wasted through animosity on the part of the general retail distributing trade towards his product, caused by the cutting tactics of a small number of the members of the trade. For him, to retain the benefit of his advertising is a question of prime necessity. If, by reckless and vicious cutting of the legitimate price of his commodity, the enmity of the general trade is aroused, he loses his investment.

The maintenance of a retail price that is satisfactory to the retailer is greatly to be desired from his point of view. If an article is cut to a price that does not yield the retailer a legitimate profit, he will lose his interest in the article and endeavor to substitute more profitable brands.

Jobbers Shave Cut Rate Goods

The jobber is also interested. An article that is retailed at a price that does not yield a profit to the retailer, will generally fail to permit the jobber making a profit above his cost of distribution. The deeper an article is cut, the greater will be the demand on the jobber to yield part of the profit that rightfully belong to him in order to equalize the burden of distribution.

The result is evident in numberless cases of articles on which neither jobber nor retailer is able to even cover handling expenses.

The solution of this problem is undoubtedly to be found in what is known as "The Pacific Coast Plan" of having manufacturers determine a retail selling price of their comodities and maintaining such selling prices, allowing both jobber and retailer a just compensation for their labor of final distribution.

It goes without saying that the more powerful our associations become the sooner will our demands in this matter be heeded.

Trade Legislation.

"Tell me the laws that govern you and I will tell you the general status of your people" is an old saying that has become recognized as a truism. This holds true not only of society at large, but also of the different elements constituting society.

As grocers and merchants, we need laws passed that will properly safeguard our interests. Some laws are urgently needed, such as extending the statute of limitation, mutual fire insurance, etc. It is up to ourselves to determine how rapidly these laws shall be granted to us.

If we make onr associations strong and powerful, our demands will speedily be complied with. If we go after them in a half hearted manner, we shall fail to impress the necessity of these laws on our legislators.

Force, as expressed in numbers, is always respected and weakness is spurned.

Let us make our association so strong that they will command the respect of all and results will speedily be forthcoming.

Importance of Trade Press.

One of the main elements for good or evil is undoubtely the trade press. During the years past, the grocers' associations have had the active backing and able support of at least one of the trades papers of our State, the **"Grocers' Advocate"** of San Francisco.

It is always good policy to recognize your friends and to uphold their hands in their efforts to better conditions in their chosen field of activity.

Let the grocers of the State demonstate their appreciation of the loyalty of the **"Grocers' Advocate"** to further their interests by solidly supporting this paper, not only with words of commendation, but by their subscriptions and their influence. The stronger you make the trade press that is friendly to you, the more strength you add to your organization everywhere.

Grocers' Associations—Why ?

Why then have we grocers' associations ? The reasons are evident.

They form part of that general system of organized effort that has become an economic necessity.

We are learning the lesson of the advantage of pulling together for our

(Continued on page 11.)

NATIONAL PRESIDENT WRITES

Words of Encouragement From Leader of Central Organization

The following address from John A. Green, President of the National Grocers Association was read at the recent convention by State Secretary Connolly:

To the California Retail Grocers' and Merchants' Association:

Gentlemen: I assure you, gentlemen, it gives me great pleasure to extend to you the greetings of the National Retail Grocers' Association of the United States. It indeed, would be a matter of great satisfaction to me were it possible that I could be with you in person, but however, you may know that although absent in body, the spirit is with you in your deliberations.

In an organization like ours, whose members come together from all parts of the State, each brings to each some new idea, and by so doing help one another; and by helping one another, we help the whole organization, as well as the general citizenship. There is nothing truer in this world than that in "Union there is Strength." You realize that relief must be obtained from certain business conditions, and if you would accomplish these reforms you must organize. No great reform was ever accomplished except through organized effort. A strong, united organization of honest, fearless men, honestly and fearlessly directed, is practically invincible. This truth has been demonstrated from time immemorial.

Associations Forging Ahead

Such organizations as ours show the strides of civilization in modern business. Through the organization we would educate all branches of business up to better methods, for the purpose of wisely meeting the old and new forms of competition, especially that of the mail order houses, peddlers, etc., and the evil of credit and price cutting. The associations in the several states are advocating, (and indeed some have succeeded) the enactment of the Garnishment Law, and the amendment or the repeal of the Bankruptcy Law. The passing of the Pure Food Bill in the last Congress was an object lesson in what a united organization can do. Many of our Trade Papers at the present time, are trying to belittle the effects of the act, and yet, one of the first things that happened after the passage of the act, was the meeting of the United Canners of the Eastern States to take steps to discontinue the use of everything that did not conform to the National Pure Food Law. I would advise every person at their earliest opportunity to begin to ask for a guaranty of purity and conformity to the Pure Food Law so that when the first of January comes, it will have become a matter of habit, which will naturally be a protection to the retailer.

Necessity of Continuous Exertion

Let us not forget that we all have a mission to perform. We should exert every influence to extend our organization and make it more effective in the future than ever before.

We are prone to get discouraged if results do not appear in tangible form, forgetting that it is the quiet undercurrent that finally bursts forth into results. The growth of our association this past year has been marvelous, every state has added to her numbers and influence.

Though our organization we are prepared to cope with the tendency of the times, which is toward concentration. Our collection systems are getting to be worthy of the name. The friendship that exists between competitors has practically wiped out the price cutter, so much so that he is almost a novelty. I would entreat you to greater effort in behalf of your organization. Your possibilities are great. Take advantage of your opportunities.

The merchant who undertakes to stand alone may succeed, but the chances are against him.

Self Help The Best.

We are apt to rely on others for help, forgetting that we can best develop and grow by making use of our own resources. It has been surprising to me when attending state conventions to find there men of extraordinary ability, and because of either lack of opportunity or them being indifferent, have not used their talent for the cause in which they seem to be so much interested. We are at the beginning of a new era. Much effort has been put forth in the spreading out of our organization. Let us ever be ready to sacrifice something for its welfare, to assist those to whom we have entrusted its affairs.

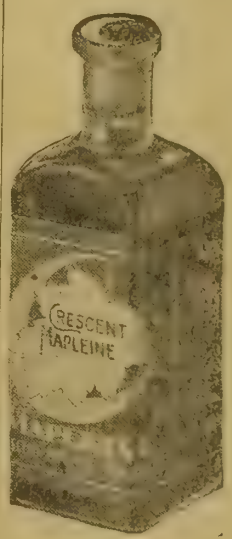
Let us act as though we believed that in union there is strength and use all the means at our command to

(Continued on page 10.)

MAPLEINE

A

STAPLE ARTICLE



It has won a reputation on merit.

It does not interfere with maple syrup sales, as the difference in price in producing the syrup commends it to a class who do not buy maple syrup.

Mapline is a profitable addition to the stock of any grocer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA

San Fernando—Mr. Allen has opened a grocery store near the college.

Redlands — Messrs Chrisman & Chrisman have purchased the C. O. Demsey stock of groceries.

San Luis Obispo—C. E. Watson has opened a large grocery at the corner of Garden and Marsh streets.

San Francisco—Hughes Bros. have sold their grocery business 2443 California street.

Los Angeles—Roy L. Rumsey has purchased the grocery formerly owned by the Valley Mercantile Co.

San Francisco—Fleetwood & Stokes have dissolved partnership.

Watsonville—A. W. Cox has been chosen to succeed L. D. McLean as general manager of the Charles Ford Company.

Grass Valley—E. M. Hallett has removed his grocery from Commercial and Main street to across the street.

Benicia—D. J. Quinn has removed his grocery to the Johnston Building on First stret.

Santa Cruz— John J. Williams has opened a grocery store.

WASHINGTON.

Spokane—J. Nolan has purchased I. N. King's interest in the grocery firm of King & Merchant.

Washtucna—F| E. Empey has taken possession of the Cooper & McKissick general store.

Spokane—Mrs. K. V| Watson has opened a grocery store.

Seattle—J. W. White has purchased S. Pitts' grocery store.

Seattle—Dowaliby & Jordan have succeeded Thomas Bros., grocers.

South Tacoma—E. Leonard & Son, grocers, haev dissolved, R. E. Leonard continuing.

Reardan—J. Q. Reynolds has purchased the general store of the Reardan Trading Co.

La Crosse—O. A. Johnson has purchased W. C. Fudge's general store.

Rolalia—J. W. Curr has opened a grocery store.

North Yakima—J. A. Orchad has opened a grocery store.

WASHINGTON

Tacoma—Roberts Bros., grocers, have incorporated for $10,000.

Seattle—J. A. Demond has purchased W. J. Pickering's grocery.

Milton—M. G. Rice has purchased E. E. Walrath's grocery store at Milton.

Chehalis—W. M. Urquhart, Chehalis general merchant, announces a closing out sale of his $30,000 stock of merchandise.

OREGON.

Portland—W. L. Kerkendale has started a general store.

Arleta—F. J. Helliwell has opened a new grocery.

Sodaville—Baker & Smith have purchased I. M. Conklin, Jr's general store.

IDAHO.

Green Creek—A. J. Hoffman has succeded E. W. Drees, general merchant.

Caldwell—J. E. Miller has sold his interests in the tea and coffee firm of J. E. Miller & Co to Mr. Brown.

Colburn—The Colburn Mercantile Co., has dissolved, C. B. Boote continuing.

Burley—J. L. Jolly is opening a general store.

Kooskia—B. Dowell has purchased L. E. Doty's general store.

Princeton—E. K. Parker, general merchant, has erected an addition to his store building.

Sandpoint—The Sandpoint Cedar Co's general store received a call from burglars last week, very little being secured.

NEW CERIAL MILL

As a result of the destruction of the Capitol Mills in San Francisco during the late conflafigration, the old Sperry Flour Mill of Stockton is now being made over into one of the largest cereal establishments on the Coast. New and modern machinery is being installed and the mill will soon begin operations manufacturering sixty-five kinds of cereal products.

Two car loads of crushers have arrived and other consignments of machinery are on the way. All of the old machinery is being removed from the mill. This new industry will give employment to several hundred employees.

IDAHO.

Fairview—C. Knudson will open a general store.

Filer—Vinton & Smith have started a grocery store.

Lane—J. P. Quarles has succeeded Quarles & Seiser, general merchants.

Sandpoint—The Northern Mercantile Co. has increased capital stock to $100,000.

Burley—Fire last week destroyed Whittier & Co.'s general store, with $8,000 loss and $1,000 insurance; Taylor & Son's general store, $5,000, no insurance.

Sandpoint—G. Bruce has succeeded Hurlbert & Bruce, grocery.

Burley—J. L. Jolly has opened a grocery.

Medimont—Jas. W Slayter has opened a grocery.

Nampa—Sanders & Smith have succeeded Walkup & Sanders, grocers.

ARIZONA.

Livingston—H. Samuel has purchased C. C. Griffin's grocery.

Nogalis—Stoville & Beck, grocers, have discontinued.

BRITISH COLUMBIA.

Atlin—Staples & Lumsden reported discontinued business.

Vancouver—Burder & Gurchy have started a grocery.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

OREGON.

Central—C. L. Engle has succeeded Mrs. Ella Cantwell and will enlarge the stock of groceries.

Klamath Falls—G. A. Heins has sold out his grocery.

Marcola—Troutman, Fields & Gano, general merchants, have purchased the general store and sawmill of C. Cole.

Waterloo—Mrs. W. E. Chandler is opening a general store.

Sodaville—Baker & Smith have purchased I. M. Conklin, Jr., general store.

Prineville—MsAllister & Starr have succeeded C. W. Starr, grocer.

Portland—The Viti Villi Co. has opened a grocery store in Portland.

Corvallis—Moses Bros., general merchants, dissolved.

Gresham—F. B. Stuart has succeeded Gorman & Stuart, general merchants.

Seaside—E. C. Judd has sold his interests in the general merchandise business to F. Dressler & Co.

Joseph—The Joseph Merc. Co. has succeeded the R. H. & L. Co., general store.

Eugene—G. W. Dixon is selling out his grocery.

Oregon City—T. B. Hayhurst has purchased the D. L. Wolverton grocery store formerly conducted by D. M. Klemsen.

Marshfield—Lockhart & Ford have moved their grocery into the Lockhart building at Marshfield.

Elkton—Moore & Co. have started a grocery.

Helix—Henry Bayne & Co. have succeeded B. F. Myrick, grocer.

WASHINGTON.

Stanwood—The People's Union, general merchants, have increased capital stock from $10,000 to $30,000.

Leavenworth—The Moore Co. has incorporated with $15,000 capital stock, to carry on general merchandise business.

Seattle—G. L. Swettenan has purchased A. L. Rene's grocery store.

Hayford—E. E. K. Schmidt has opened a grocery store.

Milan.—The Farmer's Supply & Produce Co. is starting a general store.

Newport—The Gilbert-Boger Mercantile Co. has been incorporated to succeed White & Gilbert, general merchants.

Seattle—An involuntary petition in bankruptcy has been filed against E. Q. Dyer, general merchant.

North Yakima—J. A. Orchard is opening a grocery store at North Yakima.

Milton—M. G. Rice has purchased E. E. Walrath's grocery store.

Spokane—E. J. Nichols has purchased Whitaker & Loomis' grocery store.

Spokane—P. R. Erickson has purchased P. Goff's grocery store.

Spokane—The Imperial Trading Co. has incorporated to carry on a grocery business.

Garfield—B. Leach has purchased J. R. Wilson's general store.

Rosalia—Schlagel & Kohlstadt have succeeded Schlagel & Widman, general merchants.

Bellingham—Willyard & Tatman have succeeded C. B. Willyard & Co., grocers.

Diamond—W. H. Hite has opened a general store.

Seattle—Joseph Henry has bought an interest in D. S. Lyppes' grocery store.

Ui Elum—Kennedy Bros., grocers, have dissolved partnership, L. C. Kennedy purchasing the interests of Richard H. Kennedy and continuing the business.

Tacoma—The Tacoma Grocery Co., wholesale grocers, are erecting a new building.

Seattle—J. A. Demond has bought W. J. Pickering's grocery at 1704 Ninth avenue.

Tacoma—Shaw & Barr have succeeded Lewis Shaw, grocery.

Spokane—J. D. Rogers is starting a grocery.

PREPARING GUARANTEES

Forms Being Discussed For Protection of the Dealer.

As the time when the new national pure food law becomes effective is approaching, all branches of the food distributing trade are taking an active interest in what will be the workings of the new enactment. One of the most important provisions of the new law is that which exempts the retailer of foodstuffs from prosecution when he has the guarantee of the manufacturer or jobber from whom the goods were purchased that they are packed or put up in accordance with the law. While the Commission which is determining rules and regulations for the enforcement of the national food law is holding meetings in Eastern cities, packers and jobbers are going ahead preparing to meet the guarantee requirement. A form of guarantee which is favored by many jobbers is as follows:

We hereby guarantee all goods sold to ..... of..... during the years 1906 and 1907, to comply with the pure food laws of the Commonwealth of Pennsylvania and of the United States of America, and that such goods are not adulterated or misbranded within the meaning of the aforesaid Acts of Assembly of Pennsylvania or the Acts of Congress approved June 30, 1906, entitled "An Act for preventing the manufacture, sale or transportation of adulterated or misbranded or poisonous or deleterious fods, etc."

(Signed).....

(Address).....

Date .....

For the retailer a form has been prepared by Elton F. Buckley, counsel for the Philadelphia Retail Grocers' association, which is more simple in its wording and which is expected to better meet the requirements from a retailers' standpoint.

Here is the form prepared for the Philadelphia retailer:

Date .....

Name of buyer.....

Name of seller.....

Address of seller.....

Article or Articles covered by this guarantee .....

.....

.....

GUARANTY

I (or we), the above named sellers of the article or article named above, hereby guarantee and warrant the same to be in full conformity with the Federal Act of June 30, 1906, entitled "An Act for preventing the manufacture, sale or transporation of adulterated or misbranded or poisonous or deleterious foods," etc., in that said article or articles are not adulterated within the meaning of the said Act, and that the said article or articles are not misbranded within the meaning of the said Act.

(Signed) .....

The form advocated by Mr. Buckley is thought by the retailers to be more safe in so much as it is more specific in its provisions, stating the name of the purchaser, the name and address of the seller and the itemized statement of the goods.

LEGITIMATE WHOLESALERS.

The Wholesale Grocers' Exchange has issued a circular letter, giving the names of all legitimate wholesale grocers, stating that "as such these alone are entitled to the privilege of manufacturers." Those named are as follows:

Wm. Cluff Co., San Francisco; S. Foster & Co., San Francisco; Haas Bros., San Francisco; Hooper & Jennings, San Francisco; J. H. Newhauser & Co., San Francisco; Sussman, Wormser & Co., San Francisco; Threlkeld, Blohm Co., San Francisco; Weilman, Peck & Co., Irvine Stanton Co., Oakland; Tillmann & Bendel, Oakland; F. B. Peterson & Co., Oakland; Saydam Bros. & Rogers, Mill Valley; Adams, Booth Co., Sacramento; Meluis & Drescher Co., Sacramento; Hall, Luhrs & Co., Sacramento; Lindley & Co., Sacramento; The Keystone Co., San Jose; Walsh-Col Co., San Jose; Hodges-Buck Co., Stockton; Peters Music Co., Stockton; The J. R. Garrett Co., Marysville.

This list, of course, applies to northern California only.

CHANGE HELVETIA LABEL

The Helvetia Milk Condensing Company, owing to the provisions of the new Pure Food Law will hereafter label its product Evaporated Milk instead of Evaporated Cream.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

STAMPS AROUSE OAKLAND

Alameda County Grocers Prepare To Combat New Activity of Trade Pests.

Oakland, Calif., Oct., 2, '06.

A regular meting of the Alameda County Retail Grocers' & Merchants' Association was held at their rooms, 419 12th St., Oakland, October 1, 1906, President H. K. Duncan presiding.

The Committee on Arrangements that so ably handled the State Convention which was held in this City, September 24th and 25th, were given a vote of thanks for their splendid services and successful efforts in making the Convention the most memorable and successful one ever held in the State of California.

A special vote of thanks was extended to the Merchants' Exchange for their splendid co-operation and delightful reception tendered the State Convention grocers.

Votes of thanks were also ordered spread on the minutes to the following firms, who so generously assisted in making the Convention a success:

Big Dick Cigar Co., The Winedale Co., Theo. Gier Co., Golden Gate Cracker Co., Oakland, and Haas Bros., San Francisco, Mayor Frank K. Mott, Geo. Hoffman and Secretary R. D. Holmes.

A letter of regret was ordered sent to Hon. H. A. Melvin, who so recently together with his wife was seriously injured in an automobile accident.

The numerous liabilities incurred by the Convention were ordered paid and warrants duly drawn on the treasurer in favor of interested parties.

Praise For Advocate.

One of the features of the evening was an address by H. Hauch of Alameda regarding the acquisition of the **Retail Grocers' Advocate** by the California Retail Grocers' & Merchants' Association. The speaker mentioned the splendid possibilities of the paper when conducted by the organized grocers and the fact that advertisers had already recognized the value of the paper as a medium for reaching the grocery trade of California. Mr. Hauch stated that in an afternoon in San Francisco he was offered over one thousand dollars in advertisments by some of the most prominent manufacturers and jobbers in San Francisco. He further stated that there was no question that the paper would be a magnificent success and offer a splendid opportunity to the California Retail Grocers' & Merchants' Association to reach the interior grocers. His remarks were loudly applauded.

PROFITS AND EXPENSE

Matters That Merchants Must Study To Secure Success.

The question of profit and expense in business is the problem by which the success or defeat of any business is determined. There are very many questions involved, which must all be thoughtfully studied, and practically solved, before the desired goal of success can be reached.

Many pet thories on how to do business fail because they do not work out in practice, says an experienced dealer. Sometimes the man who goes at it rough-shod, and in a haphazard way, makes a success of it.

Most people in small towns are doing business on a haphazard plan. If they happen to do business right, and, by chance, to add enough to be able to work up a required volume of business, they may be successful.

Study Is Necessary.

But with the keen competition of all kinds with which retail merchants are now confronted, it will be necessary, in the future, to very carefully study the real situation, to have a better knowledge of goods and the legitimate profits at which they can be sold, and the expenses connected with the retail business, in order to make a success.

One ofthe first questions to determine is: What constitutes a successful business

Is doing a large volume of business with an average stock, a successful business, if, at the end of the year, you find that a mere living has been made and nothing has been added to the stock account

And, is it not true, that a great many merchants sacrifice their legitimate profits by overpaying on produce, and cut on prices in order to do a large business and, by their method of doing a large business create a competition which has a very demoralizing effect on trade ?

Volume a Necessary Factor

Volume is a very necessary factor to a successful business, but it is not the only one. A successful business is one that over and above ordinary depreciation of value, increases its capital stock with a reasonable rate of interest (risk considered), plus a liberal compensation for the proprietor's time.

To make this plain: If a man in business, with a stock of merchandise, whatever size, cannot make, over and above ordinary depreciation value, more money than a fair rate of interest on the money invested, plus what he could reasonably earn, ability considered, then such a man is better off out of business, and such business could not be termed a successful one.

Thus, profits in business are its net earning, plus liberal compensation,

Expense Must Be Incurred.

Profits in business cannot be made without expenses.

Large expenses do not necessarily make large profits; but the two must be so proportioned that the required result is attained, and this seems to be the whole problem. In order, then, to arrive at a reasonable solution of this problem, namely: Interest on amount invested, plus liberal compensation, to determine profits, and the estimated amount of business to be done, and the cost of doing it, to determine expenses.

After these two factors have been determined, the percentage of profits must be fixed by which the desired result can be obtained. If the prices so determined are competitive and not exorbitant, and if all above requirements can be met, and are met, then that would be a successful business.—Winnipeg Commercial.

NATIONAL PRESIDENT WRITES

(Continued from page 7.)

strengthen and extend our organization.

Let us look for results from this meeting, not only look, but see that they come.

Get Others To Work.

Let us do our utmost to extend our organization. Put into our efforts, zeal backed by the courage of our convictions. Let us take into ourselves the fire of enthusiasm to be used in strengthening and making our organization the influence it should be. Let us from this meeting go away determined to preach the gospel of organization and association. In three months from now you can make your organization a strength so that nothing can withstand its force.

If three or four earnest workers in an organization can accomplish so much, how much more can we accomplish as a united organization. In organization we are strong, and in our strength we can demand and receive respectful attention.

We should allow nothing to thwart us in our efforts in behalf of our association. If we meet with obstacles let us surmount them, beat them down, or get around them. Let us keep our eyes steadfast on the goal toward which we are traveling and keep persistently onward and forward until our aim has been achieved.

Let our motto be, **"Onward. Independence. Self-Reliance. Greater Organization."**

Let each sacrifice something for his fellow and soon you will see our association develop a wonderful growth. I wish you success in your every endeavor.

ASSOCIATION ROSTER

PACIFIC COAST.
Retil Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt.
Acting Secretary, J. J. Cusack.

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

ASSOCIATION NEWS

It took eleven coaches to carry those who attended the annual picnic of the Cedar Rapids (Ia) Retail Grocers' Association.

The Cincinnati grocers had their day last week at the Fall Festival, and from all accounts they had a fine time. The street parade had 2,000 grocers, drummers and clerks in line, the Retail Grocers' association, headed by President Oehler, having 1,000 members and clerks in line.

The Retail Merchants' association of Moline, Ill., will hold a pure food show in that city September 19 to 29.

At a recent meeting of the St. Louis Retail Grocers' Association a communication was read from a concern which is giving premiums with mince meat, asking that the association would endorse their goods if they discontinued the giving of premium coupons in St. Louis territory, but the members present decided that the best that the association could do is to inform them that the general proposition of favoring non-premium giving concerns is the principal of the association. The association went on record as being opposed to the practice of allowing their wagons to be used for hauling trunks and other goods for customers.

The Meridian (Miss.) Retail Grocers' Association has adopted a novel plan of interesting the membership. Entertainments are given in turn at each store within the jurisdiction of the association. The entertainment consists of refreshments, over which valuable discussions are held and ideas and opinions as to how best to conduct a grocery business are exchanged.

The Dallas Retail Grocers' Association are getting down to business in connection with the entertainment of the delegates to the national convention in January, 907.

FOOD VALUE OF BACON.

Professor Snyder of the Minnesota Station tells why bacon has become so popular. In reference to tests made, he says, it was cut in thin slices and baked or broiled in the oven until crisp and brown. All the fat which was cooked out was saved and eaten with bread and other foods which made up the daily fare.

On an aerage about 90 per cent of the protein and 96 per cent of the fat of the ration containing bacon were digested and about 88 per cent of the energy was available. Calculated values for bacon alone showed over 90 per cent protein and 96 per cent digestible fat, figures which compare favorably with those which have been obtained for other animal foods.

Allowing 5 per cent for waste, a pound of bacon will contain from 0.1 to 0.3 pound digestible protein and from 0.4 to 0.6 pound digestible fat, which is about two-thirds as much as is found in butter.

"Lean bacon contains as much protein and about twice as much digestible fat as other meats," says Professor Snyder, "making it at the same time, and even at a higher price per pound, a cheaper food than other meats. Bacon fat is easily digested, and when combined with other foods it appears to exert a favorable mechanical action upon digestion."

COMPLAINT OF WHOLESALERS

Outside Retailers Say Los Angeles Jobbers Are Selling Pacific Coast Home Supply Co.

Another complaint has been made that some of the Los Angeles jobbers are selling the Pacific Coast Home Supply Association, says the "Merchants' Report" of Los Angeles. Wholesalers' wagons have been seen to unload goods at Fuller Leighton & Stratton's, 328 East Third street, where, the Pacific Coast Home Supply Association have their goods stored. This is violation of the agreement on part of the wholesalers and will not pass unnoticed. There are also reports that some of the wholesalers are selling restaurants and hotels in violation to their agrement, it being reported that two of the largest were selling the Arcadia hotel before it closed up. Other specific complaints are being investsigated and results will be announced later.

The peddling nuisance is one which the associated grocers of Meridian, Miss., seriously object to and they have framed an ordinance which will be presented to the city council for action in the near future and the prospects for the passage of the ordinance are most flattering. The proposed law will prohibit the blowing of horns and crying of wares by hucksters on the streets of Meridian.

GROCERS' ASSOCIATION.

(Continued from page 6.)

mutual interests instead of pulling against one another for merely personal ends.

We recognize the truth embodied in the illustration of the bundle of sticks. Singly, they are weak and easily broken one by one. But united in a solid bundle, they become strong and enduring.

Let this truth thoroughly permeate us.

Let us begin today to recognize in our association one of our most valuable assets and treat it accordingly.

Let us make it our business to regularly attend the meetings and take part in the deliberations.

Let us thoroughly understand that our state association will prove potent in exact proportions to the strength developed in the local associations.

If we do these things we shall in the near future reap an abundant harvest of benefits, unobtainable by us as individuals ,and we shall more fully realize the truth that "in unity is strength."

You don't have to explain, apologize, or take back when you sell

Walter Baker & Co.'s

Chocolate & Cocoa



They are **absolutely pure**—free from coloring matter, chemical solvents or adulterants of any kind, and are, therefore, in conformity to the requirements of all National and State Pure Food laws.

Registered U. S. Pat. Off.

46 Highest Awards in Europe and America.

Walter Baker & Co. Ltd.

Established 1780, DORCHESTER, MASS.

WORDS OF STRENGTH

Colorado Extends Encouragement to Sister Association of California

Denver, Colo., Sept. 17, '06
F. B. Connolly, Secretary Associated Retail Grocers of San Francisco, San Francisco, California.

Dear Sir: We hope for the Convention in California, a pleasant time and all the good things possible to a convention. Every State convention is of benefit. Every Local Association does good. Perhaps no convention or association has, as yet, arrived at perfection but in the aggregate, so much good has been accomplished by conventions and associations, as to be almost incredible.

Take for instance, our own State of Colorado, the writer has been an observer of association and convention work in this State for the last ten years and looking back for that time, can see many different gains each of which is worth the entire trouble and expense cost by all.

To possibly encourage California to go forward and push hard, perhaps I could not do better than mention at this time, a few of the things accomplished in Colorado.

Jealousy Made Less.

For instance, in Denver not many years ago, every groceryman's hand was against every other groceryman's hand, and jealousy, cupidity and general selfishness was the rule. Association with and for each other has almost eliminated these things from this City and the hands are firmly clasped now to help out in different ways.

Ten years ago, competition for trade ran almost entirely in Colorado to the ruinous cutting of prices. At present the competition, if anything, is stronger than it was then, but association work has changed the form to giving better goods, better service and more reliability.

A few years ago the grocers in Denver seemed to figure mostly on cutting down quality in order to cut down price. The Association has pleaded and argued to improve quality and give good value for the money asked.

Our collection law of that time was a farce. Association was able to place on our Statute Books an Exemption Law, fairly just and equitable and one which takes in to account the great mass of citizenship and does no injustice to any.

Rounded-Up Dead Beats.

We have in this State, in many localities, made it much harder for the dead beat to thrive and looking back we can, in Colorado, say truthfully that association has in each of these instances fully paid its total expenses, so that in the round up, Association is vastly ahead.

I might call your attention to other benefits, which can be sustained by the result.

We have not accomplished all we tried to do; we have not had at all times as loyal support on different things as we wished; we have not at all times accomplished as much as we should have done; but we can look back to the association work in Colorado, with pride and stand before the whole world and say, and prove that association in Colorado has been, is now and by any way of judging the future that we know of, will be of benefit to the State, the town and the individual grocer.

Encouragement for California.

Brothers of California, go forward confidently expecting the future to show you obstacles to overcome, good to accomplish, which as the different occasions arrise, you will meet, overcome and do in the same way you have in the past.

Association principles are right and will prevail. We have associations because they are neccessary and as long as they are necessary, rest assured they will succeed, perhaps not with a rush, but they will certainly go forward and no man or clique of men can prevent, for it is destiny.

Your friend,
S. W. BABCOCK,
Secretary Denver Retail Grocers' Ass.

SHIPPING ORANGE MARMALADE

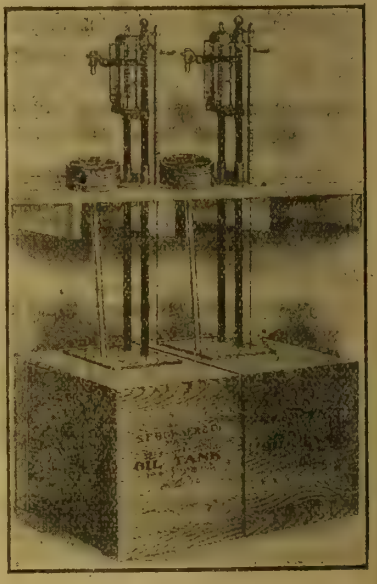
Pomona, Cal., Sept. 25.—The new Citrus Preserving Company is shipping 300 cases of "Pomona" orange marmalade to Chicago. The company is planning to do a large business this season at its finely equiped plant on North Ellen street.

You cannot afford to extend your credit to every one on the ground that they are honest. You have to meet your bills to the wholesaler and if you are too liberal in credits you are apt to become tied up in a financial way and have all your money trusted out to your customers.

Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can,—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.

One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.



Cut. No. 35

Cellar Outfit for Two Kinds of Oil

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

Send for Catalogue

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.
Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted, Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, $30c.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio.....10c, 3 for 25c

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

OLIVE OIL.

Purity (Chas.P.Grogan). Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.25
Purity (Chas.P.Grogan) Gallon	2.50

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

WANT BUTTER LABELED.

Walla Walla, Wash., grocers have started a movement having for its object the passage of a law by the next legislature, requiring the stamp of the manufacturers to be placed upon every package of butter offered in the market, to furnish a means of identifications in case of short weights or adulteration.

So far as creamery stocks are concerned, this is already generally done. However, such a requirement can do no harm and may be of some benefit and help.

Recent investigations in Idaho demonstrate that nearly all of the butter sold in that state was pure so far as its composition was concerned, but that practically all were short weight. While short weight goods do not necessarily mean that the buyer is cheated in the matter of price, it does mean that a deception is practiced and doubtless all responsible buttermakers would be glad to put an end to such a custom if the reformation could be made general.—New West Trade.

THE KRUEGER METHOD

Mrs. L. Mackrodt of Union and Fillmore streets had a bill of $318.20 against the Relief Fund. After many weeks she was allowed $58.

The organization of which Mr. Fred Krueger is secretary (known as the S. F. Retail Grocres) did absolutely nothing towards helping her secure this beggarly sum. In spite of this fact, Mr. Krueger presented this lady with a bill for $2.90 being 5 per cent of the $58 allowed her by the Relief Committee. This is an example of the kind of work that Mr. Krueger is doing for the retail grocers of the city.

WORKING FOR GOOD LAWS.

(Continued from page 7.)

es than to allow their cards to be cut.

We have to convince wholesalers that they do not want to sell to our customers.

We must arrange a Delinquent List and perfect our organization.

Read page 4 and learn some of the other things we have in hand.

Then if you are willing to help send your name and address and **Three Dollars** ($3.00) to our office. You will then receive all bulletins and of official publications and will be entitled to call on our organization for assistance in the correction of any trade abuses that may affect you.

Address: **FRANK B. CONNOLLY**, Secretary California Retail Grocers and Merchants' Association, 901 Webster St., San Francisco, Cal.



TWO CRACKERJACKS.

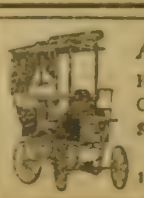
The above familiar faces have been very much in evidence among the grocers of this state and especially around convention time.

They hold the world's record in a three months' contest in selling Dayton computing scales, and now have a standing challenge to beat any two men in their line for one month or one year. They work single or double and either way they are a whole team.

They are ready and willing at all times to defend the Dayton scales against any and all competitors.

Their system is face to face, man to man.

The do not stoop to scandalizing, falsifying or circulating literature unbecoming a business man or a gentleman, and they are recognized especially for their clean business methods.



An Auto? No!

Peanut and Popcorn Sellers Cutting saves you $$$ to $$$10. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Push collections!

Push the fall trade.

Prepare for the holidays.

Make the fall months busy.

Try to push your own interests.

Hustle from now untill Christmas.

Make your advertising campaign a winner.

Sell closer, keep up your collections or sell for cash.

Discounts will stop losses through interest payments.

The farmers have lots of money. Make 'em pay up.

Advertising ought to be especially resultful this fall.

Don't be afraid to quote prices in your advertisements.

Take your discounts and the profits will increase materially.

The trend in business is toward the survival of the fittest. Be it.

By character of your clerks your reputation will be won or lost.

Show an interest in the wants of your customers; strive to please.

The slow-pay customers will settle up if approached in the right way.

Attend to your business and keep your customers constantly in mind.

Enormous future sales of California walnuts are being made to retailers.

Push your goods while times are good and the people have money to spend.

There's hardly an item of groceries that isn't a good, safe purchase at present prices.

The frost will soon be on the pumpkin, but don't let it get on your fall business also.

Renew your window arrangement once a week; don't let your goods look shelfworn.

The person with the ability to pay is pround to state his standing and to furnish references.

Dried fruits are quite active. The one article in that line which is cheap is evaporated apples.

"America's early settlers are those who pay up promptly the first of each month."—Modern Methods.

The dead beat continues to "skin" the "easy mark" grocers the same as of yore. MAKE him pay **you.**

Raisins are somewhat spotted, being better and larger in some districts around Fresno than in others.

Many merchants have some old accounts which they find it difficult to collect. Maybe they don't go at it right.

Advices from Spain are to the effect that the crop of Valencia raisins will be considerably smaller than that of 1905.

In your changes of display arrange sure to have every article you handle at some time brought forth for special display.

Some grocers give a special discount of 2 per cent if bills are paid on or before Monday night for the week previous.

Teach our clerks to be courteous and have something pleasant to say, making it agreeable to your customers to call.

If you neglect your business, it may not go straight to ruin, but, your personal attention is necessary to the greatest success.

How about your holiday goods? Have you placed your orders? If not it is high time that you were getting very busy in the matter.

Keep calling and writing to the trade that have not bought from you. Keep at it persistently and the results will surely please you.

Considerable excitement sprang up in Baltimore last week because of the shortage of canned peaches, as shown from the pack to date.

Chemists are now said to be busy loking for new food preservatives that are not covered by the provisions of the new pure food law.

Those retailers that sell the farmers in their locality should look them up. Any one appreciates a dealer thinking his trade worth while.

Have your clerks wait on their customer as though the whole future of the business depended on that customer's purchase at your store.

California canned fruit stocks are very much broken, and assortments are exceedingly scant, being confined to plums, pears and grapes, chiefly.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

Higher prices are assured for shoe peg and whole grain evergreen varieties of corn, say the packers, because these denominations are going to be scarce.

Reports come from the different cranberry sections of New Jersey that the crop is scalding badly, but the amount of damage cannot yet be estimated.

No retailer should run his accounts to his customers over a week, except in special exceptions, where another arrangement is neccessary and the party is good.

Heavy shipments of canned goods futures are now being delivered and wholesale grocers are begining to work night and day in order to get their contracts filled.

When you hire a clerk, be sure and see that he is a good clean-cut man as he represents you in your business. and what he says to your customers is in lieu of your saying it.

Look over your books and see what farmers you have not sold lately and get after them. A special circular letter to this class of trade results in good if carefully followed up.

Best informed authorities on the situation in Maine sardines state that the total 1906 pack to date is between 400,000 and 500,000 cases short of the total number to this date last year.

When a man or woman applies to you for credit and gets huffy when you ask as to his or her financial standing, it is a pretty safe guess to make that it is not a desirable charge account.

Some estimate of the new pack of tomatoes would make it not more than 8,000,000 cases, which is perhaps as good a guess as any that can be made at this stage of the packing season.

The newspaperman of the neighborhood should be cultivated. He won't mind slipping your circular in the Sunday morning newspapers and thus you get your circular right into the family circle.

A well-worded, courteous, yet firm letter, unmistakable as to tone and positive meaning, will often make the delinquent square up his account. If not the first one, then the second; the third a certainty.

Keep your stock moving. A nice display group in the store is always attractive, especially if you open up a few articles on attractive plates for to give everything a fair turn. Be your patrons to sample.

In his latest bulletin State Dairy and Food Commissioner Bird of Michigan, says that of the so-called maple syrups commercially handled in Michigan, less than 1 per cent consist of the pure product of the sap of the live maple tree.

Your window display is sure to attract attention if you vary it from time to time and not have it pasted all over with signs of how cheap you sell goods. Signs on windows prevent anyone seeing inside or take away from notice of display.

Arrange your neighborhood in sections; place one clerk over a section and see that he calls each morning. He won't get many orders at first, but if he calls regularly and at a given time every day, he is apt to get a good list of steady customers.

On dull days, a house to house canvass to get trade in a dignified way will result in lasting benefit. Even some wholesalers have been doing this for the retailer to get the jobbers' brands in. If it pays the wholesaler, and it does, why won't it pay you?

It is probable that candied peels will be on the high side this fall. At present the market is very strong, and from present indications lower prices are not within the range of possibilities. The supply of citron peel especially is very limited.

Do you advertise your business so as to reach directly the customers of your neighborhood? A correct list of the residents of each block should be put on cards or in a book and assort your clerks for the different morning routes to call and get orders. Many of your routes will prove very profitable.

Conservative estimates of the United States apple crop for the present year is 30,000,000 barrels, according to members of the American Apple Growers' Congress which met at St. Louis this week. The quality of the apples this year is said to be far ahead of that of last.

When you get to figuring the profits on your business, do not make the mistake of thinking that you are making all of the difference between what your goods cost you and what you sell them for. Never overlook the important item of expense when you are looking into your business affairs and wondering if you will buy an automobile or a two carat diamond.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION
. . CREAM . .

AND BE

"The Modern Milkman"

. . PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

SOME EFFECTIVE SCHEMES

The following plans for rejuvenating business have actually been tried and found successful. The assembling was done by Butler Bros., of Chicago.

Turn the baseball enthusiasm in your town to practical results for you. If the rivalry between the two teams in the town or between the home team and one in a town near-by is keen, announce a few weeks before an important game that you will give 5 per cent of the proceeds of a week's special sale to the teams—two-thirds to the winner, one-third to the loser. You can also state that you will banquet the two teams after the game, if the sale is a success. Advertise it liberally—in the other town, too, if the opposing team is from away—in newspapers, circulars, signs along the roads, every way possible. You can easily make such a sale the theme all over the country.

Served Tea Free.

A Nebraska customer won the goodwill of his customers and incidently called attention to a newbrand of tea by serving iced tea all one Saturday, "with cream, sugar or lemon, as you choose."

You can make some dull days lively by making up a number of surprise packages, one to be given to each customer purchasing goods to the amount of $ or more from your stock, and putting into each some article of value taken from your regular lines.

Watched Freight Arivals

A North Dakota merchant has the following scheme to get the farmers to spend their money in their own town. He looks over the freight at the depot about three times a week, and when he discovers goods from the mail-order houses consigned to any of his customers, he makes it a point to bring this up the next time they are in the store. He then begins to reason and argues with them, asking them to give him a chance to figure on all orders they intend sending to these houses. In most cases they give him the chance he takes them around the store and shows them just what he can give and also explains the quality of the goods. He says he has worked wonders this way and brought many an order into his store.

Ice Cream in Summer

During the dull summer season a North Dakota firm serves ice cream to all every day from two to four in the afternoon for about two weeks. "We make it a point to serve the best," they write, "that can be had, which, of course, is quite an expense, but find it the cheapest adertising we have. It attracts great crowds of country people, who consider it a big treat, and as a result they talk about us to their neighbors, who come in to see us the next time in town, and our store help do the rest. During the fall, as soon as the cold weather sets in, we serve coffee and cookies in the same manner."

With each purchase a New York merchant gives a check, bearing date and amount, and the following: "A New Departure—To better systematize our business we have installed a cash register. Trade with us to the amount of $10, $15, $20 or $25 and get a nice umbrella free."

Combine With Blacksmith.

An Iowa merchant has made arrangements with the local hardware dealer and blacksmith, by which his customers can have their teams shod by the latter and buy the former's goods, paying for them in either case at the merchant's store in produce or wood.

A LAW WE NEED.

One of the most pernicious privileges granted to those who wish to take advantage of it, is the depositing of a few dollars in a bank and checking out many times the amount deposited. A recent case happened in Los Angeles where a man had just 25c on deposit and drew checks for over a hundred dollars. The merchants are most always the ones caught.—Merchants' Report, (L. A.)

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS

Importers and Commission Merchants

100 California St.

(Corner Davis)

San Francisco California

Wichman, Lutgen & Co.

INCORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Locally—No change.

New York, N. Y., Oct. 3—Raw sugar is quiet at 4 to 4 1-16c for 96 deg. centrifugals.

New York, Sept. 27th—Willett & Gray report:

"Raws declined .07c during the week. Refined remaining unchanged. The total stocks of Europe and America are 1,847,615 tons as against 1,103476 last year at the same date. Sales have been made at 4.09c and 4.02c for 96 deg. test Centrifugals. The market closed at 4.06¼c. Cuba has only very few sugars left for sale and is not offering them at less than a price equivalent to 4⅛c duty paid. Should the United States interfere and the rebels be made to lay down their arms, there will be a prospect for the coming crops. It is now evident that the crop must be quite late and also that the number of laborers available will not be sufficient to secure the crop. Planters will also have trouble in securing advances necessary to enable them to pay their laborers. These features will all tend to reduce the size of the crop."

New York, N. Y., Sept. 15th.—M. G. Wanzor & Co. report:

"The increasing seriousness of the Cuban uprising has been the dominant feature of the sugar market. The continuance of the revolution thus far has already done great damage in the field work and the care of the cane in many districts. Such neglect means the decline of the new crop output."

MAPLE SYRUP.

Belfontaine, O. Sept. 11th.—F. N. Johnson & Co., report:

"Practically all the maple syrup and sugar in Ohio has been contracted for. We understand there is very little left in Vermont. Prices have advanced very sharply. Vermont sugar is about all in the hands of dealers who are asking from 11½c to 12c. Same conditions prevail in Canada. We doubt very much if there will be enough pure maple sugar and syrup to supply the demand.

Providence, R. I., Sept. 14th.—The Huntington Maple Srup and Sugar Co. report:

"Maple sugar and syrup is being very closely guarded by those that have it and the indications are that the crop will be all used up before any new can be procured. This will undoubtedly mean higher prices."

COFFEE

New York, Sept. 27th.—Willett & Gray report:

"The Brazil Valorization measures have developed into practical enactment. The first operations will include purchases and shipments up to two million bags of coffee. As proof of the soundness of the transactions in a commercial way, prominent bankers applied for double the amount wanted for this first operation, but this could not be granted. The Government is assured of further capital, if necessary. The strongest feature of the whole affair lies in the fact that if, finally, the current crop movement is in excess of the requirements of consumption, the next crop is very small. The trees were weak and exhausted, partly because of the dry weather, and the extended drought has put the flowering in jeopardy of, at least, partial crop failure. More positive details will be received soon but already it is known that irreparable damage was done and the drought continues. The movement of the current crop has so far been unprecedentedly large. This was to be expected. The prolonged dry weather faciliated drying and the

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco -

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.
Temporary offices, 1714 Webster St. Phone West 3067

marketing, hurried by sheer necessity of impoverished planters, obliged to get funds for every reason that money is wanted. Furthermore, the movement of each successive crop in Brazil is more rapid than the last, railroad facilities extending and improving constantly.

"In the speculative markets there is an enormous short interest. Valorization will buy and conserve two million bags or more until the second half of next season. Constant heavy and increasing consumption must be provided for, and althogether a heavy buying power is absolutely certain. It is a known fact that the interior supplies are almost nothing. The future of Coffee will bring interesting developments and a large advance from the present low level is a foregone conclusion."

TEA

New York, September 18.—John B. Brown & Co. report:

"The entire tea market seems to be strong and some grades quite active for instance, Pingsueys, Congous and Japans. Oolongs and country green teas while not so active are nevertheless strong and holders are demanding full rates.

'There still continues to be a scarcity of Japan dust, siftings and nibs of the new crop."

RICE

New York, Sept. 25th.—Dan Talmage's Sons, report:

"Market for the week has been active and daily advices have been of a strengthening character. Receipts have been of moderate volume and quickly sold on or before arirval. Sales 'to arrive' are the rule, as under present conditions of supply and demand buyers can avoid vexatious delays, only by anticipating their wants. Medium grades are notably scarce. Japans are in active request and prices are a shade advanced.

"Advices from the South note light receipts on the Atlantic Coast, with waiting demand. At New Orleans, market is active—several mills closed on account of lack of supplies and high prices demanded by planters for such as comes to hand. In the Interior Southwest Louisiana and Texas, harvest has been interfered with by heavy rains, hence Rough rice is coming in very slowly.

"Cables and correspondence from abroad note higher prices asked on spot cleaned, with transactions on cargoes and forward cleaned almost at a standstill, account of high prices asked."

Charlestown, S. C., Sept. 15th.—Saml G. Stoney reports:

"Our market will hardly open up with any quotable basis before the end of the month. The demand and inquiry of Carolina rice warrants firmness and confidence on the part of owners of same."

DRIED FRUIT

Los Gatos, Cal., Sept. 10—J. J. Shaver reports:

Peaches have been bought up at from 5c to 10c per lb.

Apricots from 12 to 18c per lb.

Prunes—A grower was offered 2½c in this section for his crop bag basis, orchard run only a few days ago. Prunes are a good crop, and cheap. They are good quality, best and cheapest on the market in the line of cured fruits. With all kinds of canned goods short and other fruits high there will be something doing in prunes before long."

PRUNES

San Jose, Sept. 24th.—The rain of yesterday forenoon did little if any damage to the prune crop. It did much good by settling the dust and improving the roads.

EVAPORATED APPLES.

New York, N. Y., Sept. 8th.— Delmarle Bros. report:

"Since our last report on the evaporated apple market there have been one or two sales made for Nov. 15th delivery at 4½c and 5c and a car or two for Oct. 15th sold at 6½c and December at 5½c and 5¾c. Others from the country are very bold and asking these do not seem inclined to let loose even at the advance in figures. On the other hand buyers here are showing very little interest in the market and are not inclined to pay the advanced price."

West Poland, Me., Sept. 10th (H. M. Tarbell & Co. report):

"The apple crop is very light and more than a third of last season's, in fact there will be no apples at all in some sections of the State."

Grand Rapids, Mich., Sept. 10th.—The Hirschman & Remington Co. report:

"The evaporators in Michigan are running full blast and the fruit market is therefore a trifle easier. We quote



Highest Grade Chart Scale ever made. Capacity 30 lbs.
$55.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales - the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

prime evaporated apples at 5¾c; Choice at 6c, and Extra Choice 6¼c.

Despatch, N. Y., Sept. 15th.—Bown Bros. report:

"The season is about two to three weeks earlier than usual. It is conceded generally that the apple crop is about equal to 1904, so with the increased capacity of the dryers we lok to see the production exceed that of 1904. It is almost too early to make any predictions about how prices will range."

CURRANTS

New York, N. Y., Sept. 18th.—Greek Currant Co. reports:

"The past week in currants has seen the market in a position not paralled probably within the past five years. Prices have been advanced over night as much as ⅜c a pound and some quotations named in advance of fully ½c on Monday morning the 17th over their last quotations on Saturday the 15th. At this writing currants cost 6⅜ to 6⅝c for choice Amalias in barrels according to crop and shipper.

"There has ben a suspicion right along that the continued firmness with the slowly rising prices was pure manipulation. However, the advance has been so marked and so extreme as to cause the trade to look for other than mere speculative causes back of the rise. There is undoubtedly a good sized shortage in the crop, particularly in the higher grades."

BEANS

Oxnard, Calif., Sept. 21st.—The outlook for lima beans is encouraging and will be fully equal to that of last year. The size of the sacks have been reduced from 90 to 81 pounds as a matter of convenience in handling.

Adolph Koshland reports under date of September 1th: "Black eyes have declined 2c per lb within the last six weeks as a result of the nearness of the new crop. Reports in some sections of the river are to the effect that the condition of pink beans is unfavorable. Limas are fairly steady."

Chelsea, Mich., Sept. 15th.— J. P. Wood reports:

"The bean market has been on the decline for some time. The acreage seems to be somewhat in excess of last year but the yield is slightly less per acre. There were not more than one-third as many beans carried over this year as last. We expect with old and new we will have about as many beans as last year."

CANNED FRUITS

Baltimore, Md., Sept. 21st.—The New York correspondent of the "Trade"reports:

"The market is firm and moderately active on substantially all varieties. Peaches are the firmest and the most difficult to obtain. Some grades cannot be had at present range of values. Southern standards are 5c higher and California goods can hardly be bought at any price."

CANNED PEACHES

Baltimore, Md., .September 21st..— The "Trade" reports:

"Packers of peaches are now depending upon the mountain varieties. They are compelled to pay very high prices. The pack is so much a failure that some varieties are entirely cleaned up. There has been an advance along the entire line this week."

CANNED TOMATOES

Baltimore, Md., Sept. 21st. — The "Trade" reports:

"The good weather of the past two weeks came too late to better the output of tomatoes. A sharp advance this week shows that the market realizes this. The Bankers' Committee of the defunct tomato combine have also withdrawn their tomatoes from the market in expectation of realizing better prices from the stock and thus making up for some of the losses they sustained. Packers are paying as high as 0c per bushel for tomatoes in order to fill contracts, a thing that has probably never happened this late in the season before. The most experienced packers are refusing to sell tomatoes at any price and when offers are made packers advance prices from 5 to 10c per dozen and if the buyer shows any indication of accepting the figures the holders refuse to give options. In one instance , 95c was asked for Standard 3's although the holders refused to accept orders at that figure. The market varies from 80 to 90c. It is doubtful if Standard tomatoes could be bought at a lower figure.

Aberdeen, Md., September 15th—Strasbaugh-Silver & Co., report:

"Standard 3's are quoted at from 77 1-2c to 80c. t is difficult to fill orders at the inside price and not many are offered at the outside price. Buyers seem to have generally realized the true condition of the market and have been coming in the past day or two at full prices owing to the small quantity of goods being offered at present figures there is a possibility of a slightly higher price prevailing before the first of next week."

Baltimore, Md., September 15th—Thos. J. Meehan & Co. report:

"Most unfavorable sort of reports continue to be made by the growers and packers of tomatoes and there is good grounds for it. The market is worthy of close attention."

CANNED CORN.

Baltimore, Md., September 21st. The "Trade" reports:

"The market is firm and an advance is more probable than a decline. The packing is about over in most sections. The total pack probably amounts to about 55 per cent of last year's output and not above 60 per cent as an outside figure."

Aberdeen, Md., September 15th.—Wm. G. Michael & Co. report:

"Reports of bad conditions continue to come in about the crop of corn and tomatoes . One Hartford county packer planted enough corn to pack 30,000 cases and will have only about 14,000 cases."

West Portland, Me., September 10th.—B. N. Fernald & Co. report:

"There will be from 65 to 70 per cent of the normal pack of corn in this state. While there seems to be no advance in price at the moment, we anticipate same a little later. Maine packers have turned down orders since the first of July. The quality of the Maine corn this season will be very fine, as there has been no frost, and the season is so far advanced that there is no danger from now on."

CANNED SALMON.

Seattle, Wash., Sept. 23.—Geo. T. Meyers, who has been operating in Alaska, reports:

"Practically all the packers in the north have closed down this season. The pack was less this season than last. The amount of cheaper grade salmon will be greater. My company packed 80,000 cases as against 55,000 last year. Reports from the Western portion of Alaska indicate a shortage of fully 200,000 cases over last year's pack. Preparations were made at the

Greer's Washing Ammonia

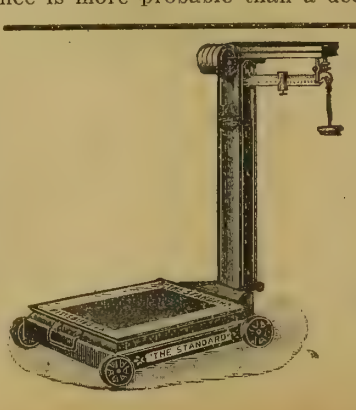
It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

beginning of the season for 1,800,000 cases in Alaska. The output will probably not exceed 1,500,000. The cannery operated at Matlakatla Indian Village, have 9,000 cases instead of the 25,000 cases prepared for. The Loring canneries of the Alaska Packers' Association have 70,000 cases up and are still operating."

Wedderburn, Ore., Sept. 22d.—Fishing at present is very slack in the Rogue River, caused by the muddying of the waters by the mining operations going on in the upper river. If the operations do not cease soon the Fall catch of fish will be a failure.

New York, Sept. 21st.—The special correspondent of the "Trade" reports:

"The market is quiet, but prices are held firm on all varieties. Sales of red Alaska have been made at $1.07½ here, but it is still possible to buy at $1.05. Columbia River flats are scarce, but continued demand keeps the market stiff. Supplies are short and sales are made only where buyers must have the goods."

AMERICAN SARDINES.

New York, September 21st.—The special correspondent of the "Trade" reports:

"The market advanced last Saturday 10c to 15c. The 10c advance is on keyless cans and 15c for key-opening cans. Notice of the impending change was given during the week and in the meantime the market was active and sales were heavy. Everything that can be shipped from the factories under the old schedule is under contract and whatever is packed in the future will go out at the new prices. The new prices are $2.60 f. o. b. Eastport on keyless cans and $2.80 on key cans. It is claimed by packers that the advance is due to a shortage in the run of fish, but well-informed persons admit that this is, in a degree, untrue. They say that under the community of interest agreement entered into by packers last spring, one clause in the agreement compelled packers to hold the output down to less than 1,000,000 cases. It is said that only 300,000 cases have thus far been packed and that the output is 900,000 cases below that of last year at the same time. It is said that packers have refused to buy all the fish the fishermen have offered and now the intend to close the plans from October 1st to October 15th. Next year the packers may suffer for their policy this year, as the workmen will go into other business.

New York, N. Y., September 18th—B. O. Bowers & Co. report:

"A heavily increased demand in American Sardines resulted through the notifications of the advance that took place on September 15th. Limited stocks in manufacturers hands are well cleaned up and there is no surplus in the hands of packers. Fish still continues in all portions of the of the Maine coast"

CANNED OYSTERS.

Baltimore, Md., September 21st.—The "Trade" reports:

"Oyster market is holding to its recent advance. The largest handlers do not look for a heavy season. In fact, a light yield is expected."

New Orleans, La., Sept. 14th. Ahrons-Seibert & Co. report:

"The situation is anything but promising because of the trouble to get labor and further because the new laws that are strictly enforced on the taking and packing of oysters. There are no spot stocks on our Coast nor in any of the packers' hands and when the prices are named for this year's pack it is going to be a big surprise to everybody for in our opinion we believe they will be 10 to 15c per dozen higher than last year."

FISH.

New York, September 28.—Strohmeyer & Arpe Co., report:

Holland Herrings. Quality shows very good this season. Market is firm. Catch in Holland is small.

Scotch Herrings—Scarce and high, and will remain so during the season. Large fulls are particularly scarce.

Irish Mackerel—There has been no Fall catch as yet. There is a good demand for good fish, but hardly any stock.

Norway Mackerel—A few shipments have arrived and they were taken eagerly by the buyers. Catch so far is only fair, but prices paid the fishermen in Norway are simply enormous, owing to tremendous competition among buyers. Consequently, prices for Norways are high.

Imported Oil Sardines—France reports continued failure of catch, and the packers are packing only some very fancy brands like Jockey Club.

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop



Guessing

Handle the article that you **Know** is **Pure** and **Good.**

Handle the article on which you are **sure** of a **legitimate profit.**

Grogan's Purity Olive Oil is the best that can be made and the selling price is **strictly safeguarded.**

Costs Less——Pays You More!

Get from your jobber—or send to maker.

CHAS. P. GROGAN, Sole Maker
1711 Albion St., Los Angeles, Cal.

etc., for which the ycan get fancy prices as the Sardines cost them a tremendous lot of mone. Prices for French Sardines are likely to continue high during the season. In Portugal there is no catch of small fish, but it is hoped that some small fish will soon appear on the Portuguese coast.

Sprats are scarce and stocks almost exhausted. New catch will not take place before about the end of the year.

New Stockfish—Shipments are now arriving and show very fine quality. Prices are very high this season. Norway reports very poor catch of smoked Sardines, and these goods are scarce, especially brands like the Nansen, Nordstar, etc., for which prices have been advanced of late.

HAY.

Somers & Co. report, under date of October 2d:

"Arrivals of hay during the week just ended show some little increase over the total for last week: 3,580 tons in comparison with 2,980. Cars have been a bit more plentiful. Prices hold without material change, owing to the fact that the demand readily absorbs all that is being brought forward. Choice wheat hay continues to be an excellent seller, and is in very light supply. The medium grades have lost some of their weakness that was evidenced a few days ago. Alfalfa is being marketed more freely, and although weak, shows no material decline. Straw continues in light supply. An occasional car of fancy wheat hay will sell at from $18 to $18.50. Prices continue the same as last week.

MAPLE SUGAR SCARCE.

Seven-Eights of Product Sold Today Said to Be Spurious.

The U. S. Department of Agriculture in its Farmers' Bulletin, No. 252, speaks of Maple sugar conditions as follows:

"Maple sugar, at first an article of food, has now been almost displaced for this purpose by the cheaper and unflflavored cane product. Yet the demand for maple sugar and syrup for special purposes, owing to their peculiar flavor, not only keeps the industry alive but calls for a continually increasing supply.

"Production has not kept pace with this growth of demand, but has been more or less stationary for twenty years.

"The explanation lies in the fact that at the very lowest estimate, seven-eighths of the product sold today is a spurious article, which is only in part maple sugar or is manufactured entirely from foreign materials. The wholesale dealer, or "mixer", uses the maple sugar to aflvor a body of glucose or cane sugar six or ten times as great, making a product which is marketed as "pure maple sugar."

Demand for Pure Goods.

"But there has always been a certain amount of trade in pure maple sugar and syrup.

"A part of the city and town people come from the country, where they have known the genuine article, and they have generally been able to supply their wants by dealing directly with the producers. The progressive and well-to-do sugar maker has worked in this field. Such sugar makers are unwilling to sell their high-grade goods to the mixers at a low price, but make every effort to reach a steady market of regular customers. In the effort to make such a market more general, several maple sugar makers' associations have come into existence which have done much to stimulate improved methods, as well as to build up a legitimate trade.

"But there is only a very small part of the business which is not in the hands of the mixers.

Census Figures

"The history of the maple sugar industry of the country may be read in the census figures.

"In the census of 1860 the total production of maple sugar and syrup reached its height. It fell heavily in 1870, rose again to large proportions in 1880, remained stationary in 1890 and then suddenly fell almost 50 per cent in 1900, when the total amount produced was nearly a third less than in 1850.

"If complete figures were available to show the amount of so-called maple sugar and syrup turned out by large houses in the eastern and middle western cities, they would offer a startling contract to the census report of the amount of maple production on the farms.

"Every maple sugar dealer in a producing section tells of the large orders for coarse sugar which come from the cities, and of the many carloads which are shipped there every year. A large amount of such sugar is also imported from Canada.

"It is asserted by those who have studied the trade that not more than one-eighth of the maple sugar and syrup which reaches the market is a pure product.

Tests of Purity.

"In the present state of our knowledge, it is difficult to determine in any particular case whether or not other sugars have been added to maple sugar. There are of course some differences between the maple sugar of commerce and other sugars, which serve as indications for the analyst.

"The consumer who is familiar with genuine maple sugar and syrup can protect himself to some extent by tasting a sample before buying. Under present conditions, however, the best guaranty of purity is the word of an honest producer or dealer.

"One of the most common adulterants used is glucose. Common cane sugar is also used.

" A flavor like that of maple is said to be imparted to syrup by mixing with it an extract of hickory bark.

"An Indiana man a few years ago took out a patent to protect him in the use of such an extract from the wood and bark of hickory trees for flavoring syrup.

Price Has Declined.

"In spite of the well-known fact that the demand for maple sugar and syrup has increased and is increasing enormously every year, the price of both sugar and syrup has steadily declined —from 13 cents a pound for sugar and $1,25 a gallon for syrup in 1882 to 11 cents a pound for sugar and 91 2-3 cents a gallon for syrup in 1903.

"Meanwhile the census returns show that the actual production of the groves has not increased since 1860.

"No other statement could show more eloquently the position of the trade or make clearer the fact that the grower has not profited by the development of maple syrup into an article of luxury."

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50
Barkeeper's Friend Powder, qr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON.
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

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Can Be Supplied by
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Temporary Address
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San Francisco Cal.

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...	$ .80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

NEW
SAUERKRAUT
NEW
PICKLES,
CATSUP,
ORDERS PROMPTLY DELIVERED

OURS IS THE ONLY FACTORY IN FRISCO.

Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

THE SAME OLD CHESTNUT

Simon Levi's Arizona Salesman Hands Out Flimsy Excuse for Selling The Broadway Department Store.

Of all stories that have gone the rounds as an excuse for doing or not doing things, the one that J. R. Newberry is the boss of the Association is the most inexcusable, says the "Merchants' Report" of Los Angeles. This story has been buffed around from pillar to post and dished up in so many disguises it must be about the last resort when it is used as did the Simon Levi's salesman for Arizona territory.

The story comes to us as follows: A certain dealer in Arizona who is a reader of the Retail Merchants' Report, refused to buy goods of Simon Levi Co. because of their stand regarding the department stores.

The first statement made by the salesman was that Newberry was the boss of the Los Angeles Association. He evidently believed that was all the statement required to overcome any prejudice the Arizona dealer had.

But the answer that was handed out to the salesman was one that knocked him right off the griddle. The grocer said, "Is it right or not for you to sell the department stores. If it is, even though Newberry was boss of the Association, it would not make it right for you to sell department stores and if it is wrong his being boss would not right the wrong."

Then the salesman said, "What difference does it make to the Arizona merchant whether we sell the department stores or not ?"

And the grocer answered that the principle was the same and that if Simon Levi Co. would sell a store that was trying to drive a lot of small grocers of Los Angeles out of business, they would do the same with an Arizona merchant if they had a chance.

This kind of thought on a question of this kind shows that the Arizona merchant is wise to the fact that department store competition where large aggregation of capital is behind it, is dangerous.

When it is remembered that Sears, Roebuck & Co. of Chicago are shipping groceries past Cleveland, Buffalo, New York and into the New England states in competition to the Boston markets, it takes very little thought to see the damage a large department store in Los Angeles would do to the Arizona merchants. Not only this, but the parcels post bill is backed up by the department stores and Simon Levi Co. are supportring the parcels post by supportring the department stores.

Arizona merchants will surely suffer severly if the parcels post bill ever becomes a law. If a department store could send 11 pounds for 25c to Arizona, they would be receiving about as as cheap rates as the present local freight rate. It would certainly be cheaper than the rate from the east to Los Angeles and then to Arizona which is now imposed on the merchants in that territory.

A VALUABLE FIXTURE

The Bowser self-measuring oil tank is a most convenient fixture to have in the store. It occupies a space of but 17x24 inches, which admits of its being placed in some hitherto unused space or out-of-the way corner. It pumps and measures directly into the customer's can of whatever capacity or shape, without measure or funnel, an accurate gallon, half-gallon or quart at a stroke. The pump is all heavy metal, of black enamel, nickel trimmed or full nickel finish, as customer may order. It is equipped with the computer, which enables one to pump any quantity desired from one cent's worth up to one gallon at one stroke and instantly shows the exact money value of the oil pumped; the discharge register, which records each quantity delivered; the anti-drip nozzel, which prevents drip after pumping has ceased; the float indicator, which is in plain sight upon the pump, showing at a glance approximately the number of gallons in the tank below. The pump is equipped with double brass valve. The tank is built of best galvanized steel and is enclosed in a strongly built, handsomely finished, grained cabinet.

These outfits are furnished of any desired capacity. They enable the merchant to store five or ten barrels of oil without a foot of valuable room occupied. The tank is in the cellar tightly closed, reducing the fire risk; the leakage from barrels is thus stopped, as they are emptied, sold and out of the way. For drawing oil at night there is no possible need of a lamp. Hang the can on and count the strokes.

Send to S. F. Bowser & Co., Fort Wayne, Ind., for their catalogue No.B.B

RECOMMENDED
TO THE
LADIES



BECAUSE OF ITS
MATURITY
AND
PURITY

CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

"I could make more on some of the goods that are not advertised, if only I could sell the darn truck," said a grocer the other day. "The profits on goods that are not advertised are generally larger, but what's the profit when you can't get anybody to buy it ?" It is the same old lesson—it costs money to advertise, but it pays. —Portland Tradesman.

WASHINGTON CONVENTION.

Grocers of the North West Have Successful Meeting.

Spokane, Wash. Sept. 28.—Sunday closing, united opposition to trading stamps and all gift premiums, laws for honest weights and measures and a better pure food law—one which will conform to the national enactment—were endorsed at the annual convention of the Washington State Grocers' Association, which closed its three days' sessions in Odd Fellows' Hall in Spokane, today.

The officers elected for the coming year were:

President, Hon. C. E. Coon, lieutenant governor of Washington, Port Townsend; Vice-President, E. E. Parmeter, Spokane; Secretary, J. J. Higgins, Seattle; C. H. Buelow, Tacoma; Committee on resolutions, E. E. Parmeter, Spokane, Chairman; A. F. Bickford, Seattle; J. A. Meyers, Everett; H. C. Byron, Bellingham; C. I. Wanamaker, Port Townsend; G. J. McPherson, Tacoma; Philip Carbary, Wilbur.

Committee on Ways and Means: E. O. Erickson, Tacoma, Chairman; Jas. Brannigan, Seattle; P. C. Williams, Bellingham; E. P. McFall, Everett; C. Anderson, Spokane; M. C. McGrew, Walla Walla.

The convention opened Wednesday morning with President Coon in the chair, E. N. Cory, secretary of the Spokane Association making the address of welcome in the absence of Mayor Floyd L. Daggett, who in a letter, welcomed the delegates from the various cities, towns and villages in Washington to the convention. To Mr. Cory's address, the Lieutenant Governor made a fitting response. F. E. Goodall, President of the Spokane Chamber of Commerce welcomed the delegates in behalf of his organiation, the response being by J. J. Higgans of Seattle. The third address of welcome was given by N. G. Allen, President of the Spokane Grocers' Association, who also entertained the delegates to the number of 200 at a theatre party in the Auditorium that evening.

Want Good Pure Food Law.

In his annual report, President Coon suggested that the association should work for a pure food law similar to that recently enacted by Congress, saying also that it has become necessary for the grocers to oppose all trading stamps, premium and gift propositions in connection with their business. President Coon said that it is to the grocers' interest more than any other class of business men to prevent the sale of impure food.

J. L. Davis of Davenport, state pure Food Commissioner, also urged the grocers to co-operate with him in securing better pure food laws and a more rigid enforcement of those in operation. Prof. S. N. Nelson of the Washington State College at Pullman also made an address on "The Sanitary Grocer," after which the delegates discussed a measure compelling honest advertising. The contention being that truth in publicity implies honesty in treatment. C. M. B. Merrick, Secretary of the Portland Association, addressed the convention on "Value of Association," and Charles E. Meyers of Davenport, Wash., spoke on "Possibilities of Our State." Addresses were also made by F. M. Spain of North Yakima, on "Why Should Retail Merchants Organize"; C. H. Buelow of Tacoma, on "The Benefits of Association to the Retailer," and M. E. Hay, President of the Inland Empire Association, on "Mutual Insurance, Its Benefits," General discussion on desirable laws and other subjects of interest to the association followed.

Delegates at Banquet.

At the annual banquet in the Silver Grill of the Hotel Spokane, the visiting delegates were entertained by the Spokane Association. Samuel Glasgow of the Centenial Mill, Spokane, was toast master. The address of welcome being by E. K. K. Allen, Spokane. Lieutenant Governor Coon responded in a humorous vein.

Seattle was selected as the city for the next convention in the third week in October, 1907.

It was the sense of the convention that buyers' associations are not to the best interest of the retailers, as they antagonized the wholesalers and jobbers.

C. H. Buelow of Tacoma read a paper on the benefits of an association to the merchant, and enumerated several reasons why the retailer is benefited by such an organization.

n interesting paper on leaks in the grocery business, by J. R. Newberry of Los Angeles was read by the secretary. It exposed the prominent sources of loss, and suggested practical remedies.

A letter was read from Congressman Humphrey expressing his interest in the pure food and full weight measures and promising his assistance in the passage of such legislation.

The officers and delegates of the association of Washington, and the members of the city of Spokane are highly pleased with the outcome of the session and believe that much good will result.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

Clerk's Corner.

THE SUCCESSFUL CLERK.

What Our British Brothers Consider as Essential.

The American Grocer gathers some good stuff along lines similar to the above. The following is from the British standpoint, where men grow up in the same store from apprentices to clerks and from clerks to assistants before they become "masters". But the matter is for you just the same and will make instructive reading:

First--Be at business prompt to time.

Second—Always be neat and clean in appearance.

Third—Cultivate a habit of being polite on all occasions, notwithstanding provocations.

Fourth—Do not imagine that your interests are antagonistic to your employer's; it is a common failing, and is always fatal to success.

Fifth—Always be on the lookout to suggest any improvements in display of goods or general arrangement of shop.

Sixth—Never be hasty in manner in dealing with customers who shop late; it is one of the little worries a grocer has to submit to, and a show of willingness does more to prevent a recurrence than anything else.

Seventh—Keep yourself well informed of current trade news and novelties.

Eighth—Learn by heart all selling prices, and keep yourself continually posted in them.

Nine—Lose no opportunity of picking up hints or ideas likely to be of service to you in business, and act upon them.

Tenth—Never be afraid of work or overtime when necessary; it is valuable experience if properly used.

Eleventh—Never make a show of false pride when any "dusting" or similar work requires to be done.

Twelve—Study ticket-writing.

Thirteenth— Always endeavor to work harmoniously with your fellow-assistant.

Fourteenth—Always try to satisfy customers.

FREES THIEVING CLERK.

Wholesale Grocers of Sacramento Show Mercy to an Erring Employee.

One of the employees of Hall-Luhrs & Co., big Sacramento wholesale grocers, had been robbing them systematically for the last nine months. His method was to steal tobacco and dispose of it at some of the grocery stores in the outskirts of the city. The name of the clerk is Walter Wayatt. His theft was discovered by August Yoerk, a city drummer for the Hall-Luhrs Co. and Wayatt was arrested and later confessed. Capt. Hall, senior member of the firm, appeared in Court and said that owing to the man's previous good character, the firm had decided not to prosecute him. Wayatt cried bitterly when Mr. Hall spoke in his behalf. The Judge dismissed the case. Wayatt has a wife and four children.

GREETINGS FROM GRAY.

Broklyn, N. Y., Sept. 17, 1906.

Mr. Frank B. Connolly, Secty California Retail Grocers' and Merchants' Assn., San Francisco, Cal.

My dear Connolly: Your kind and cordial invitation to attend your State Convention is at hand. Previous to receiving it, I was feeling pretty comfortable but it has given me a severe case of heart-ache to think that I cannot be with you. To one who has had the pleasure and the honor of being a guest of California Grocers, as I had but a little over two years ago, it comes doubly hard to be denied.

The poet said: "Distance lends enchantment to the view." He didn't know what it was to be invited to a California Grocers' Convention and the only thing that prevented was **distance**, in this instance distance does not lend, but purloins the charm.

Your State and especially the merchants of your State have been paramount before the public, since the earthquake of last April, and the heroism displayed has placed you very high in the estimation of all who have ever heard of it.

Like the fabled Phoenix, you have risen from your ashes, shaken off the dust, and are I hope on the high road to a round of success, that hitherto you have not attained.

With regret that I cannot be with you, Stulz, Warnke, and the rest of the boys, and wishing that your Convention may be a record breaker, I am,

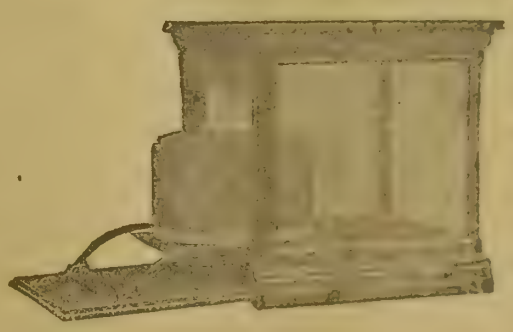
Yours truly,

WILLIAM GRAY, Secty.

P.S. Hope to see a big delegation at Dallas. It promises to be a boost San Francisco, W. G.

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increased sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its worth. Think of the many advantages when you adopt our modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accommodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

WANTS CHEATING PROHIBITED

A Los Angeles Daily Champions Law That Grocers Have Asked For

The following article from the "Evening News" of Los Angeles is a strong plea for the law against dishonest weights and measures which was approved at last years Convention of the State Association.

"It must have surprised many readers of The Evening News to learn that in Los Angeles there is no law or ordinance to prevent the use of false weights and measures. There is a state law, intended for small counties, which makes the county clerk an ex-officio inspector of weights and measures—when they are brought to him for examination.

"He is not charged with enforcing the use of correct scales or measures, and no provision is made for a deputy to do so.

"Our revised charter, in Los Angeles, ignored the need for such an official, although there was an office of the kind under the then existing city government.

"Wherefore it is that a perambulating ice man may dole out any size of a "chunk," and call it fifty pounds. The grocer may give short weight, or short measure, with impunity. So may the butcher, the coal man, the hay and feed man—all the way along.

"If you are cheated of four cents in buying sugar, you are at liberty to hire a lawyer and bring a civil action to recover the amount.

"What more could you want than this usual protection of the law.

"It is all you get, anyhow.

"Despite the silence of the city charter on the subject, we believe the city council has the authority to pass an adequate ordinance, that will compel the police to enforce it. At least, it is competent for the city to licence any local business, and in this way, if no other, the users of false weights and measures may be reached.

"It is a disgrace to California that we have no laws to protect us from the rapacity of the railroads, that we are at the mercy of the food adulterators, and that a premium is put upon swindling. An honest man is at a disadvantage, wherever he must use scales or a peck measure in competition with a dishonest dealer. This last is particularly our own reproach. If possible, the council should frame and pass, at once, an ordinance to meet the situation.

J. K. Armsby says: "The prospects for the 1906 crop of lima beans are the largest, from point of tonnage, in the history of the business. Present indications are that there will be over 800,000 sacks, but the weather during the harvesting season plays an important part with limas, and they are never in until they are in. The white bean crop in California will be very large, and from present indications, of excellent quality."

PROSPEROUS CALIFORNIA

While the fruit yield was short in some varities, increased prices have left the growers well satisfied.

Prunes are a full, normal crop, reaching at least 150,000,000 pounds, and prices are good.

Table grapes are now moving East in large shipments, and not a few are netting from $250to $400 an acre from their vineyards.

Walnuts will aggregate about 625 cars south of Santa Barbara, with many to hear from in the northern counties. This crop nets the grower from $100 to $300 an acre.

Small holdings of apricots and peaches in the San Joaquin Valley are reported by Hon. John Isaacs, Secretary of State Commissioner of Horticulture at Sacramento, as returning $554 and $625 per acre, gross.

Besides the large returns from fruit California has every year more alfalfa fields, more dairies, more general farms, and land well tilled, in this climate returns this year satisfactory balances.

As we are all dependent upon the soil, the farmers' prosperity means good business in the city. San Francisco has solid backing in the country.

ASK THE BANKS

For four weeks, the clearing-house returns have shown a steady and growing increase for the banking business of San Francisco, until the week ending Sept. 8th, the total was $42,-721,500, being an increase of 28.7 per cent over that of the corresponding week last year. This sum is nearly equal to the combined totals for Baltimore and Cincinnati, and it is some $10,000,000 more than the sum of the banking business done by all other Pacific Coast cities included in the weekly returns—Los Angeles, Seattle, Portland, Tacoma and Spokane.

Many seem to think that this showing is due to the large sums being paid on insurance. This affects the returns but slightly. Those conversant with the situation say that checks from that source cut a comparatively small figure in the total. The magnitude of the clearings can only be accounted for in one way, and that is by the activity of business, which, in spite of all the drawbacks—and they are many—is exceedingly brisk and promises to become still more so in the near future.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchâtel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

Scheer, Morehouse & Grandi

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.

Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco foot of Spear St.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

THE BEST IS THE CHEAPEST

Keeping the BEST and pushing it means
Satisfied Customers and increased trade.
Be abreast of the times and recommend

ALPINE THE QUALITY CREAM

Is the Best,
and therefore
THE CHEAPEST

Its PURITY is backed by a $1,000.00 guarantee.
IT IS FREE from the cooked taste of other creams.
ITS GOLDEN GLOW proves its richness in butter fat.

Alpine Cream

is put up under the personal supervision of J. B. MEYERBERG, the originator of all Evaporated Creams, who from experience knows that

THE BEST IS THE CHEAPEST

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, OCT. 12, 1906. VOL. 11, NO. 40.

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

SEPCIAL OFFER TO RETAILERS

On orders received
BEFORE OCTOBER 15, 1906.



FREE The Grocer will get FREE

FIRST—1,000 2-lb patent self-opening Paper Bags with the purchase of ONE (1) GROSS 5-ct. size X-RAY STOVE POLISH or ONE-HALF (½) GROSS 10-ct. SIZE.

SECOND—A 3¾-in. GENUINE George Wostenholm "IXL". FOUR-BLADED KNIFE, of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined with German silver bastion and buck-horn handle—the finest and most durable knife on the market—with the purchase of TWO (2) GROSS 5-ct size X-RAY or ONE (1) GROSS 10-ct. SIZE.

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.



IF I
Were Free
After 3 Month's Use

March 15, 1906.

SAY, HAWLEY—RUSH that order I sent you for pads as I am getting shy. The machine is all O. K., and am very much pleased with it. IF I WERE FREE I would go out and sell them like hot cakes, as there is no reason why every merchant shouldn't have one.

Yours very truly, G. F. DORMAN.

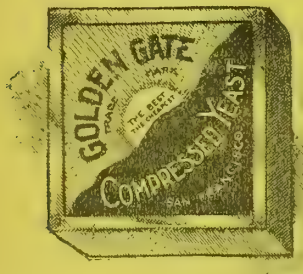
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Is now being distributed as heretofore

WHY?

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Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compound Yeast Co.

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W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
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PAINTS, OILS & GLASS.

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PAPER.

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Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., [illegible] St.
Western Meat Co., [illegible]

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parrell's Safe Co., 573 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duthe, Agt., 1152 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., [illegible]
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 2075 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., reresentative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, [illegible] 11th. Phone, Special 214.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Langen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newhard & Co., [illegible]

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The Big Profit Package.

In one month Quaker Best Corn Meal has "made good." No other cereal has ever met with such tremendous success at the start.

Its sale is increasing at a rapid rate because it is the best Corn Meal made—the kind consumers have always wanted.

The Quaker name and trade-mark, and the Quaker process of milling guarantee its purity and superfine quality.



MADE OF THE VERY CHOICEST

WHITE CORN

OR

YELLOW CORN

To Suit the Requirements of Your Trade.

Many Dealers are Selling Both Kinds

Quaker Best Corn Meal is sold only in sealed packages.

It almost sells itself and is a sure repeater.

The profit for you is **extra good.** Figure it out for yourself.

There is a big**saving** for you, too,—a saving of time, trouble, loss and waste which you always have to stand for when selling Meal out of a barrel. Figue this out also.

If you haven't bought Quaker Best Corn Meal order a supply from your jobber today.

Quaker Oats Company,

SUCCESSORS TO

The American Cereal Company

Chicago, Ill.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., OCT. 12, 1906. VOL. 11. NO. 40.

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POINTS TO WATCH.

Better Laws—

It is only through the State Grocers' Association that better laws can be secured. Are you ready to do your share? Read about what they are.

Rice—

Severe rains during the past three weeks are hurting to growing crop. Prices have already advanced and the market is strong.

Raisins—

From 3¼c in the sweat box, the price to growers has advanced to 4c and some are holding for 4 1-2c. The Spanish crop is very short.

Currants—

The Privileged Currant Co., which has a monopoly of the currant business in Greece, is sending up the prices.

Canned Tomatoes—

Prices, which dropped to 72½c for standard 3's are soaring again as there will probably be a pack of about 1,000,000 less than the average consumption.

Cheap Corn—

It is reported that much of the cheap corn will not pass muster under the new Pure Food Law.

Codfish—

Georges fish are short in catch and higher prices are being paid the fishermen.

X-Ray Stove Polish—

The Free Deal is off on October 15th. See ad., page 1, of cover.

ABOUT THOSE LAWS.

State Directors To Meet and Make Definite Plans.

Matters of great importance to every retail merchant in the state of California, will come up at the session of the legislature, which convenes in January.

The grocers will be particularly affected.

The new national pure food law begins to operate on January 1st. While it is similar to the California law in many respects, yet it differs in several important features. It is very essential that the California law should be made to coincide with the national law, in order to save confusion for the dealers.

This must be taken care of by the State Grocers' Association.

Every grocer of the state ought to be willing to do his share of the work, and met his protion of the expense.

Statute of Limitations.

The California law with regard to the statute of limitations works a great injustice upon retail dealers. It not only provides that an account shall outlaw at the end of two years, but every item of each ccount outlaws separately, so that one portion of a man's account may be outlawed some time before the merchant realizes that the debtor does not intend to pay.

The law should be changed so that the statute will not begin to operate until the customer has quit trading with the dealers. This would mean that the account would date from the time of the last transaction. It should provide that a payment would renew the account, and the account date from the time any payment was made. It should provide also, that an open account should not outlaw for at least four years. The merchants of California would then be accorded only a part of the protection that is given the merchants of more than half the other states of the Union.

Directors to Meet.

The directors of the State Grocers Association will hold their October meeting on next Thursday, Oct. 18th.

It is very probable that the directors from all cities of the state, outside of the bay cities, will be present.

At this meeting, plans will be laid for insuring the co-operation of the merchants throughout the state.

We give below the measures that the Association will present at the coming legislature. A glance at these

(Continued on page 12.)

LOCAL MEETING.

Frisco Grocers To Consider Matters of Importance.

A meeting of the Associated Retail Grocers will be held next Tuesday evening.

The Directors of the association will meet next Thursday evening at 1714 Webster street. They will undertake the perfection of plans to better conditions.

For some time Acting Secretary Cusack has been assisting grocers in various localities to come to an understanding, with regard to hours of closing. The managers of the Associated Retail Grocers are very much pleased to learn that they will have the co-operation of the "S. F. Retail Grocers" in this important work, which was begun some time since.

Every member ought to do his share of the work to make the Association of the greatest possible value to him.

In another column will be found a list of the goods the retail selling prices of which are maintained by the manufacturers.

We would urge every member to read this list carefully. If at any time these prices are cut by competitors, the member should notify the Secretary who will inform the agents and they will take the necessary steps to see that the cutting is stopped.

No manufacturer desires to have trouble with a dealer about his goods. A conservative manufacturer will not seek to make his customers maintain a price, unless the retail grocers demand that such action be taken, and are prepared not only to help those who protect their prices and thus make the action profitable, but also to discontinue the handling of goods that are not profitable and thus make it unprofitable for any manufacturer to fail to protect them.

It is only through the Associated Retail Grocers that the power of the dealers can be asserted in this way.

Every grocer of San Francisco should unite in this work and join the organization of which Geo. B. Doyle is President, Frank B. Connolly is the Secretary, and J. J. Cusack is acting Secretary.

Any grocer who feels that he can profit by the assistance of his fellow grocers, and is willing to act with them to better trade conditions, should send his name and number to the office of the Association at 1714 Webster street, telephone West 3067.

NATIONAL CONVENTION

Dallas Grocers Busy Making Plans For Entertainment.

The grocers of Dallas, Texas, have entered actively into the preliminary arrangements for the entertainment of the national convention of the Retail Grocers' Association of the United States, in that city next January.

A general committee composed of the following well-known grocers has the matter in charge: President W. A. Currens of the Dallas Retail Grocers' Association, chairman; Chapman Thomas, Geo. L. Schmucker, Geo. W. Forbes, Julian Capers, J. W. Sanders, J. E. Jameson and T. B. Carey.

Various sub-committees have been appointed and are at work upon their respective duties. Meetings are held by the sub-committees almost nightly, and once each week a general meeting is held of the principal committee and all of the various sub-committees.

Pure Food Show.

It is planned to hold a mammoth pure food show during the month, the same to be in full blast when the national meets there. The committee having this matter in charge is composed of C. E. Hunt, chairman; Geo. L. Schmucker and J. E. Craddock.

The committee on entertainment consists of G. M. Best, chairman; W. L. Vaughn and Kauffman David, and their promise that the delegates and visitors shall have something new and novel in the way of entertainment when they visit Texas.

The press committee, whose duty it will be to see that the meeting is properly advertised in all parts of the country, is composed of Julian Capers, chairman; J. E. Jameson and P. K. Rast.

Many letters have been received from both within and without the state from grocers signifying their intention of attending the convention, and it is confidently asserted by some of the local grocers that as many as 500 Texas grocers alone will be present.

A Texas Smoker.

It is said that the program will include a genuine "Texas smoker," something entirely new and original in the way of a theatre party, a fierce badger fight and a trip to Fort Worth, thirty-two miles west of Dallas, to inspect the large packing houses located there.

The Fort Worth Grocers' Association would never forgive their Dallas brethren if they were not permitted to assist in the entertainment of the national association, as they assisted very materially in securing the convention for Dallas. President Bergeman of the state association lives in Forth Worth, and it will be his pleasure as well as pride to welcome the delegates to Texas and to his home city.

Texans never do things by halves and it is safe to say that this will be no exception to the rule, and the National Retail Grocers' Association will receive a very warm welcome to the Lone Star State.

MASON SENDS GREETING.

New York, Sept., 24, 1906...

Mr. Frank B. Connolly, Sec'y, 901 Stanyan cor. Frederick Sts., San Francisco, Calif.

My dear Frank: Your letter came last week, but I have been sick abed ever since, and have just sent you the following telegram:

"Sorry can not be with you. Regards to California friends. Hope you have most successful convention ever."

Sorry to have disappointed you in not having letter for you to read to the convention, and appreciate your thoughtfulness in giving me this opportunity to speak to my old friends in your Association.

Very much obliged to you for the souvenier cards of the earthquake, and Mrs. Mason will be delighted to receive the souvenier of Asti trip. You certainly have a wonderful memory to think of this after all these months.

You probably have noticed by the trade papers the death of my baby boy, which occured Sept. 3th. I am sure that we both have your sympathy and hope you will never have to experience a loss of this kind.

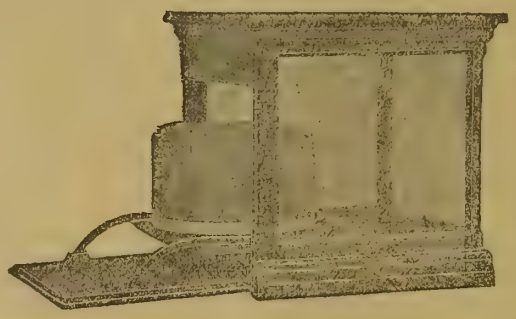
With kindest regards to you, Mr. Stulz, Mr. Warnke, Mr. Powers especially, and all others, that have stood by me so loyally in the past, and hoping to be favored with a letter from you at your convenience,

Yours very truly,
FRED MASON.

The fall season is close at hand and the character of the demand for grocery goods will be decidedly different than during the summer months. Have you planned to re-arrange your store for the change in demand so that the seasonable gods will be attractively displayed and convenient to the customer who is in a hury?

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increased sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the compating cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

MEAT LABEL REGULATIONS

Government Makes Rules After Conferring With Wholesale Grocers

After conferring with the Department of Agriculture officials, the National Wholesale Grocers' Association has issued circulars to members giving the regulations issued under the meat inspection law, which goes into effect Oct. 1.

The meat label regulations, hit the jobbers hard. Among them are the following:

Regulation 32—Upon each can, pot, tin, canvass or other receptacle or covering containing any meat or meat-food product for interstate or foreign commerce, except packages on which meat-inspection stamps appear, there shall be placed, under the supervision of a department employe, a trade label. This trade label shall contain the words "U. S. Inspected and Passed, under the Act of Congress of June 30, 1906," in plain letters and figures of uniform size, the number of the establishment at which the meat or meat-food product is last prepared or packed, and labeled, and the true name of the meat or meat-product contained in such package. **Only trade names which are not false or deceptive may be used upon the trade label.** A copy of each trade label shall be filed with the inspector in charge for his approval. The inspector in charge shall approve or disapprove each label, and report his action for approval to the chief of the bureau of animal industry, forwarding the label, with his report. Only trade labels which have been approved by the Secretary of Agriculture shall be used.

Regulation 33—No meat or meat-food product shall be sold or offered for sale by any person, firm or corporation in interstate or foreign commerce under any false or deceptive name; but established trade name or names which are not false and deceptive, and which shall be approved by the Secretary of Agriculture, are permitted. Trade labels which are false or deceptive in any particular shall not be permitted. A meat-food product, whether composed of one or more ingredients, shall not be named on a trade label with a name stating or purporting to show that the said meat-food product is a substance which is not the principal ingredient contained therein, even though such name be an established trade name.

Regulation 39— (a) No meat or meat-food product for interstate commerce, or foreign commerce except as hereinafter provided, shall contain any substance which lessens its wholesomness, nor any drug, chemical or dye (unless specifically provided for by a federal statute), or preservative, other than common salt, sugar, wood smoke, vinegar, pure spice, and pending further inquiry, saltpeter. Inspection and sampling of prepared meats and meat-food products by department employes shall be conducted in such manner and at such times as may be necessary to secure a rigid enforcement of this regulation.

(b) In accordance with the direction of the foreign purchaser or his agent, meats and meat-food products prepared for export may contain preservatives in proportions which do not conflict with the laws of the foreign country to which they are to be exported.

When such meats or meat-food products are prepared for export under this regulation they shall be prepared in compartments of the establishment separate and apart from those in which meats and meat-food products are prepared according to paragraph (a) of this regulation, and such products shall be kept separate and shall be labeled with special trade labels, approved by the Secretary of Agriculture, and indicating that such products are for export only. Special export certificates will be issued for meats and meat-food products of this character, and, if the products are not exported, under no circumstances shall they be allowed to enter domestic trade.

The regulation regarding false or deceptive names on trade labels hits the private label a heavy blow. Unless he be a manufacturer he must have his labels bear the words: "Packed For." Where private labels have been already printed for this year, stickers will be necessary with the above words in legible type.

It pays to study details; to know exactly the relation which the units in the stock bear in the aggregate. It takes time and requires patience and persistency, but there is big money in the policy.

MAPLEINE
A
STAPLE ARTICLE



It has won a reputation on merit.

It does not interfere with maple syrup sales, as the difference in price in producing the syrup commends it to a class who do not buy maple syrup.

Mapline is a profitable addition to the stock of any grocer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA.

Barstow—Fire Sept. 28th destroyed L. C. Currier's grocery and Mrs. D. C. Henderson's general store.

Los Angeles—John Herman, grocer, who was arrested Oct. 2nd for selling tobacco to two small boys, was fined $20 in the police court.

Pasadena—Fred. C. Nash will succeed A. A. Chubb as manager of the Pasadena Grocery Co.

Pasadena—H. G. Chaffee has purchased E. J. Thompson's grocery store at Washington and Fair Oaks Ave.

San Diego—Samuel Porter has purchased the grocery formerly owned by Nelson Whitney, corner State and B strets.

Santa Cruz—John J. Williams has opened a grocery.

Santa Rosa—The Santa Rosa Department store is moving into their new quarters in the Prince building.

OREGON.

Coburg—Drury & Jarnigan have purchased F. B. Sackett's general store.

Freewater—R. L. Hart has bought the Blue Flag Store, grocery.

Helix—H. Bayne has purchased B. F. Myrich's grocery.

Jefferson—J. G. Fountaine has purchased Mr. Jones' interest in Smith & Jones' store.

Joseph—The Joseph Merc. Co., general store has incorporated.

Mapleton—F. C. Bean has started a general store.

Marcola—Trouman, Fields & Gano have bought C. Cole's general store.

North Bend-Shultz-Davis Co., wholesale grocers are going to establish a wholesale store in North Bend. A warehouse is to be erected on the corner of Dock street and Virginia Ave.

Oregon City—A. Williams has purchased the D. L. Wolverton grocery stock.

Philomath—M. Jesse has succeeded Moses Bros., general store.

Prospect—Whiteley Bros. have succeeded S. S. Aiken, general merchant.

Portland—September 28th. Burgulars found an enterance through a rear window into the grocery of J. J. Blum, 524 Nicolai street, and secured the contents of the cash drawer, amounting to $335. The thieves have not yet been apprehended.

Portland— W. L. Kerkendale has started a general store.

Shelburn—J. E. Hume has sold out his general store.

Union—The Lucas Mercantile Co. will succeed H. J. Lucas, grocer.

WASHINGTON.

Bellingham—Willyard & Tatman have succeeded C. B. Willyard & Co., grocers.

Belma—O. Bergerson has sold his general store.

Reardan—J. Q. Reynolds has purchased the general store of the Reardan Trading Co.

Roosevelt—A. McIntyre has purchased P. J. Slocum's general store and real estate.

Creston—W. A. Grant is opening a grocery store.

Creston—Sumedlin & Syria, grocers, reported dissolved partnership, C. B. Syria continuing.

Garfield—B. Leach is reported buying J. R. Wilson's general store.

Glenwood—H. H. Stewart has started a general store.

Hockinson—A. Herring has started a general store.

Hockinson—A. E. Koehler has bought out Herring & Eldridge, general store.

Lacrosse—W. C. Fudge has sold his general store.

Monitor—Brown Bros. are opening a general store.

Medical Lake— F. P. French has traded his grocery store to W. H. Wiggs, for an irrigated ranch of 20 acres near Sunnyside.

Newport—The Gilbert-Boger Merc. Co. has succeeded White & Gilbert, general store.

North Yakima— Mirceli & Tarrico are opening a grocery store.

Puyallup—L. D. Parker & Co. have bought Whidden & Mitten's grocery.

Seattle—J. W. White has purchased S. Pitts' grocery store.

Seattle—J. R. Gilbert has succeeded Gilbert Bros. grocers.

Seattle— Dowaliby & Jordan have bought Thomas Bros., grocery at 827 Howell street.

Seattle—J. W. White has bought S. Pitts' grocery at 819 East Pike street.

Seattle—G. C. Smiles has started a grocery at 5501 Fourteenth avenue north.

Seatle—G. L. Swetteman has succeeded A. L. Rene, grocery at 601 Federal avenue.

South Park—W. C. Allen has started a grocery.

Spokane—P. R. Erickson has bought P. Goff's grocery.

Spokane—Wilcox & Hoffman have purchased M. L. P. McPhenen's stock of groceries, located at E 17011 Sprague Ave.

Spokane—J. C. Hix, grocer at the corner of Second and Monroe, has taken F. N. Walker into partnership, the firm continuing as J. C. Hix & Co.

Spokane—Mrs. K. V. Watson has opened a grocery.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Spokane—R. R. Rand has bought Whitaker & Loomis' grocery.

Spokane—The Henry Brown Grocery Co. has purchased the Alma grocery from G. H. Dobson.

Spokane—Ariss Bros. have purchased B. C. Phillips' grocery store.

Spokane—A. Silbaugh has purchased J. E. Ashcraft's grocery.

Spokane—A. M. Highhouse has purchased A. M. Smith's grocery store.

Spokane—E. L. McFadden has purchased R. D. Pugh's grocery store.

Tenino—Fred Spencer has opened a grocery store.

Tekoa—H. G. Doty has succeeded Doty & Baker, grocers.

Tacoma—Roberts Bros., grocery have increased their capital stock to $10,000.

Tacoma—O. E. Fenton has opened a

Tacoma—J. C. Grubb has started in business at 912 Puyallup avenue, carrying a stock of groceries and cigars.

Tacoma—M. A. Bain has opened his new store in the Masonic Temple building at South Tacoma, having one of the finest establishments in the city. grocery store at South M and Fifty-second streets.

Tacoma—R. Rinne has succeeded to the grocery business of Rinne & Bischoff, 1129 Tacoma avenue.

Tacoma — G. M. Harvey has purchased the interests of G. J. McPherson, West Side Grocery Co., 2807 Sixth avenue.

BRITISH COLUMBIA.

Nelson—R. M. Hood has succeeded Hood & Teetzel, grocery.

Vancouver—O. H. Fox has succeeded J. A. Gray, grocery and hardware.

North Bend—W. Arnett has sold out his general store.

Victoria—William Storie has started a grocery.

Vancouver—Wm. Schroeder, grocer, has opened a branch.

IDAHO.

American Falls—Campbell & Stebbins, general merchants, have incorporated.

Bentley—J. L. Jolly will start a general store.

Bentley—Taylor & Son's grocery was destroyed by fire recently.

Idaho Falsl—Sam Lewis has bought Gesas Barney's general store.

Colburn—The Colburn Mercantile Co., has dissolved, C. B. Bote continuing.

Green Creek—A. J. Hoffman has succeeded E. W. Drees, Green Creek general merchant.

Minnindoka—Fire last week destroyed The Minnindoka Mercantile Co.

Troy—The Big Bend Merc. Co., has bought B. S. Nelson's general store.

ARIZONA.

Bisbee—P. B. Soto has opened a general store.

Flagstaff— Mr. C. M. Thomas has taken charge of the grocery department of the Big Store.

HELPS MANY MERCHANTS.

McCaskey Account Register Supplies A Simple Effective System.

Every grocer who can put "system" into his business LOVES it.

The McCaskey Account Register not only supplies system, but saves work, prevents mistakes and has the merchant's books always in good shape.

It was through the courtesy of W. A. Hawley, Pacific Coast Agent for the McCaskey Account Register, that we were able to devote the entire first page to the advertisement of A. Schilling & Co. last week. This was the first week in over a year that the McCaskey ad. did not occupy space on the first page of the cover.

KELLEY-CLARKE CO.

23 Market St., San Francisco

We have in our house in San Francisco

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Wichman, Lutgen & Co.

INORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock. p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

AFTER THE STAMPS.

Through an oversight, the following interesting matter concerning the action taken by the Alameda County grocers in regard to trading stamps was omitted from our last week's account of their meeting.

Trading Stamp Menace.

One of the most interesting topics that came up before the meeting was the encroachment of the Trading Stamp people in this territory. It was the sentiment of all those present that drastic measures should be taken at once to head off any movement of this character as experience in the past has taught the grocers in general that trading stamps have proven in the past unsatisfactory to the grocers, in fact, so much so that at the last Legislature a Bill was passed prohibiting their use in this State, but this Bill was evidently proven unconstitutional, and the Trading Stamp people are again canvasing California for business. It was felt hat this Asoociation should go on record as unalterably opposed to the use of Trading Stamps and the motion to that effect unanimously prevailed. Committees from Oakland, Alameda, Berkeley and Fruitvale were then appointed to keep close track of the situation.

One of the most pleasing features of the evening was the unanimous vote of thanks and substantial appreciation of the grocers towards their Assistant Secretary Miss Lillian Kavanagh. A great deal of heavy detail work of the arrangements for the State Convention fell on Miss Kavanagh, and how well she had done her part was amply shown by the appreciation expressed by those present.

Goldberg, Bowen & Co have now occupied a large one-story frame building at 1240-1246 Van Ness Avenue as a retail grocery, tea and coffee store. As before the fire, the company will operate a number of stores, paying particular attention to fancy groceries, teas and coffees.

A merchant should have one day in which to take a rest each week. His clerks should have the same privilege.

MACARONI IN NEVADA.

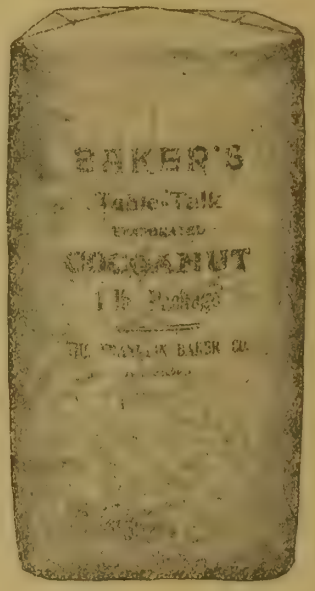
P. Scatena, who formerly operated a macaroni factory in San Francisco, will soon have a similar factory in full blast at Sparks. The capacity of the factory will be sufficient to supply the entire state of Nevada.

Regulations promulgated for the labeling of canned meat products are likely to sause considerable difficulty and annoyance to jobbers marketing brands under their own labels. The regulation regarding false or deceptive names on trade labels is regarded as of first importance in jobbing circles. It hits the private label a cruel blow, in that hereafter no jobber, unless he be a manufacturer of the article, will be allowed to use the name of a brand unless he has the words "packed for" on the label. Heretofore the labels have read as though the brand mentioned covered a product packed by the jobber himself. Jobbers' labels for this year's business have already been printed. The new law has forced them to provide pasters containing the words, "Packed For" in legible type.

Retail merchants in several sections of Pennsylvania have made common cause against the trading stamp. To insure maintenance of an agreement to give no stamps, each merchant signs a bond, the conditions of which obligates him to pay damages to the others if he gives stamps. In one or two instances, the validity of the bond itself has been attacked. The first decision bearirng directly upon the legal status of the bond agreement comes from Berks county, where the Court of Common Pleas finds the agreement valid and sustains the judgment

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. pohn & Co., Agents, 50-52 Clay St., San Francisco.

ASSOCIATION ROSTER

PACIFIC COAST.
Retil Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents—1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.

First Vice-President, James S. Irvine.

Second Vice-President, J. W. King.

Treasurer, John F. Schomer.

Secretary, Frank B. Connolly.

Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

Acting Secretary, J. J. Cusack.

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

MOTTAZ ADVISES GROCERS

Los Angeles President Points Out What Must Be Done.

Los Angeles Retail Grocers' Ass'n.

Gentlemen: One year has again elapsed since our last State Convention and we are about to elect delegates for the 1906 State Convention, to meet at Oakland the 24th and 25th of September.

Have we, as an associatinon accomplished the work we mapped out in this last year?

If not, why?

There are a good many reasons for the work not going on as it should. To explain them all would be beyond my ability, but I will try to note a few of the drawbacks.

We have worked hard the past year and as an association have accomplished wonders. In my estimation the future looks very bright.

Grocers Making Money.

Prices as a rule are not badly cut. Collections have been very good. And if a grocer gets good prices and his money promptly he is on the right road.

But in this next year we have to work with renewed efforts to accomplish ten fold more than we did last year. We have our work well in hand, having gained a great deal of knowledge from the last experience we can go ahead with a firmer step than we used to and by combining our efforts together, victory is ours without fail.

Appeal For Attendance.

But, gentlemen, to work with success we must all be united in one body with full understanding between us. To gain this end to have full confidence in each other, we must in the first place get acquainted. This purpose is best served by our weekly meetings where we exchange our views and are, so to speak, in a school.

If the members would attend the meetings regularly they would surely help the work along and derive benefits indispensable for a grocer, as I firmly believe the time taken up by a meeting brings the best percentage in return of any branch of the business.

Our credit department is the best of any and I do not understand why it is not given better support. Our secretary, Mr. Paulding, being at the head, insures a fair deal for all.

Now the worst drawback to our work and association is the price cutter.

Folly of Cut Prices.

What benefit does he derive by selling a certain article at or below cost, when we consider the damage done to the grocers in general?

The first work planned out by the association was better prices.

I can have all the patience when a grocer outside the association cuts prices. But when one of our own members wilfully will step as low as to work against himself and the whole association and by his cutting, tear down what we have been years in building, I say with all emphasis, "Rauss mit him"

Such a man should not have a voice in our midst.

He is a traitor.

I have not found anything in my experience as damaging to the association as the cutter and I will not accept any excuse from him.

You can hear daily from those outside our association: "Stop your own members cutting first and then come to me with clean hands."

Members Must Help.

Now, fellow grocers, join in the good work and help it along and by so doing help yourselves.

Don't put all the burden on our secretary. He is doing all in his power to give all a fair and square deal and if we stand by him, we are bound to win the biggest battle in the history of the Grocers' Association.

Hoping this suggestion will be considered as a reminder of the duty expected of us when we become members of this association and that we use all honorable means and efforts to upbuild and bring the standard of the grocers in the line in which they belong, I beg to remain,

Yours etc
CHAS. MOTTAZ, Pres.

BENEFITS OF DISASTER.

In commenting upon the letter of the Associated Wholesale Houses of Ca., recently published in the **Advocate,** in which they appealed to the manufacturers to maintain selling prices, the "Grocery World of Philadelphia says:

"It seems like a radical statement that were it not for catastrophes of this sort, business might soon grow greatly demoralized, yet such is the fact. Given the same conditions of supply and demand, the general tendency of prices will still be downward rather than upward. This is due to the ceaseless grind of competition. Let business go on without the occasional interruption of a serious catastrophe, and in a few years merchants will be down to hard pan, with their profits ground almost wholly away. At such a juncture a fire or a flood, while serious temporarily, is a perfect godsend for the future, for at once an excuse is presented for an advance in prices. And **once the advance is made it can be maintained a hundred times as easy** as it can be made in the beginning.

"There can be no question as to the bona fides of this, even if there is nothing in a catastrophe to directly cause higher prices. **No merchant can be expected to sell his wares without return,** yet without these extraordinary excuses he would be many times compelled to do that very thing."

GLEN ELLEN ORGANIZES.

The Retail Grocers Advocate:

Gentlemen: Enclosed please find $2.00 P. O. order in full for the Advocate" to October 1907 which kindly acknowledge.

Also please take notice that the Retail Grocers Association of Glen Ellen, Cal., was organized last Monday evening.

Geo. A. Cobb was elected President and Chas. J. Pappe, Secretary.

This association meets every Monday evening and the following signed the roll, so far: Hardman & Cobb, grocers; Chas. J. Pappe, grocer; Pedeger & Julian, grocers; A. E. Galge, butcher.

Yours truly,
Chas J. Pappe.

Have you ever tried to sell Roasted Peanuts? Try a bag, fresh roasted. Have your clerks do them up in packages and mark a popular price on them. Fill up a basket with the bags and charge five cents each or give them away one Saturday night as an advertisement.

There seems to be a growing inclination in favor of restricted [illegible] both manufacturers and retailers. There is a good deal of merit in the proposition. There are some men who do not appear to know enough to sell their goods for more than cost and expenses and these should be kept in check for the benefit of those who feel that they are entitled to a fair profit.—Intermountain Grocer.

MUST ACT QUICKLY.

Only a few days remain for Pacific Coast grocers to profit by the X-Ray gifts. The deal closes on October 15th. Hundreds of grocers have responded and will receive free the thousand bags and the knives.

The offer is as follows:

A thousand 2-lb. patent self-opening paper bags given free with the purchase of 1 gross 5-cent size X-Ray stove polish or ½ gross 10-cent size.

A 3¾ in. genuine Westenholm "IXL" 4-bladed knife of finest Sheffield steel wi th buck horn handle is given with the purchase of 2 gross 5-cent size or 1 gross of the 10-cent size.

As the price of the X-Ray Stove Polish is the same as it has always been and will be, these are clear gifts to the grocer to induce him to stock the goods promptly.

X-Ray Stove Polish is the original powdered stove polish. It is advertised very widely and has made a decided success wherever it has been introduced. It is a favorite with the housewives and pays a fine profit to the dealer.

BAKER SUES BAKER.

Walter Baker & Co., Ltd., of Dorchester, Mass., have filed a bill in equity against Walter E. Baker Chocolate Company and Walter E. Baker, of Newark, N. J., alleging that Walter E. Baker has been engaged in the hotel and liquor selling business on the outskirts of Newark, and that the company incorporated under his name is engaged in selling chocolate upon the reputation of the house of Walter Baker & Co., and the reputation it has established for the name "Baker" in that line of business.

HONOR FELLOW EMPLOYEE.

J. S. Stower, who has been in the employ of M. A. Newmark & Co., the Los Angeles wholesale grocery house, for 25 years was the guest of honor at a banquet given on September 29th by the employees of the firm. There were about 50 present. John Wartmann acted as toast master. There were many interesting addresses. At the close of the dinner a pair of gold cuff buttons, set with diamonds were presented to Mr. Stower.

Friendliness and that familiarity which breeds contempt are not the same. The employer should be kind to his clerks; he should speak to them pleasantly and deal in a courteous manner with them. Dealing with them in a fair manner, treating them properly, he will have enthusiasm instead of "knocking" in his corps of assistants.

ABOUT THOSE LAWS.

(Continued from page 5.)

will make it evident that merchants of other classes will profit as greatly by their passage, as the retail grocers. It is only right and fair, therefore, that all such merchants should be asked to help meet the expense of having proper laws drafted, and of presenting the laws, to the best advantage at the coming legislature.

Plans to bring about this result will be discussed at the coming meeting.

The laws in which the state grocers are interested, are as follows:

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

3d. Honest weights and measures—net weight or measure to govern.

4th. Dishonest advertising, such as oering goods not as represented.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

SAPOLIO SALES GROW.

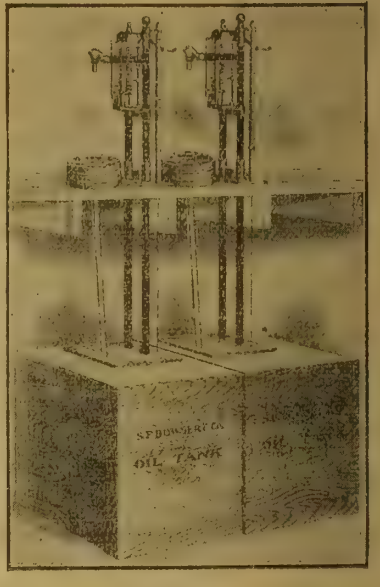
Sales for Sapolio in California show an increase during the months since the disaster. This is a remarkable showing under the circumstances.

The new Sapolio automobile is a wonder. It is a Ford of the latest model and J. P. Gillespie, the Pacific Coast representative uses it in his tours of the interior.

Don't Drive Away Trade

You cannot handle oil in the ordinary tin tank and please your trade. They don't like to carry that dripping can,—the next time they will buy of your competitor who has a Bowser Tank, and you have lost a customer.

One lost customer may easily mean the loss of sufficient profit to buy two Bowser Tanks.



Cut. No. 35

Cellar Outfit for Two Kinds of Oil

The Bowser keeps trade—it's clean, the measurement is accurate and the service is rapid.

Send for Catalogue

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

MNUFACTURES LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted, Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, $30c.

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SOAPS....

Sapolio	10c, 3 for 25c

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c. two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.25
Purity (Chas.P.Grogan) Gallon	2.50

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

CONTROLLING PRICES.

Review of Conditions That Are Essential To Secure A Profit.

The efforts that have been made in different sections of the country by retail druggists to control the prices of patent and proprietary medicines had their origin in that inborn determination for self-protection, says Simon W. Jones in an address before the Kentucky Pharmaceutical association. Quoting the motto of our own state, "United we stand—divided we fall." This has been the watchword everywhere, and in strict observance of this truth, all the success along this line that has been accomplished can be attributed.

As to the extent that this desirable condition can be secured within the law, the decisions of several courts must be our guide.

Can Refuse to Sell.

The right of the owner of any article **to sell his merchandise to anyone or refuse to sell** is now a well settled question in law.

And the right to control the price or the distribution of a patent or proprietary remedy by the owner thereof has been equally sustained by every court to which the enemies of price protection have ever appealed.

But there is only one way—except through a direct contract—by which this desirable end can be obtained within the law, and permanent success secured.

It must come through co-operation, a system of give and take, being willing to concede something to those who are in a position to do a large business upon a small margin of profit, and who believe in, and have been successful by, following such plan, and yet at the same time conceding something to others, who, for lack of capital or location, are not in a position to reap the benefits of a large business.

Conspiricies are Illegal.

In only one instance that the writer recalls has the efforts to maintain a protective price through organization by the retailers, been decided as unlawful, and this instance, I venture to say, that the decision was generally approved.

The case was the result of long, persistent effort on the part of the retail druggists in this particular locality to secure even cost price for proprietary remedies, and in thir desperation they not only sent communications to the individual proprietors, demanding that they refuse to have any relations with the local cutter, but in addition made the threat to boycott their products if any of them sold to him. These letters, of course, fell into the hands of the cutter, and as they were signed either by an official of the local association or by a committee representing the local—the conspiracy was readily established.

In every other instance that I remember, and where the action of the retailers have brought results, no such methods as the one mentioned has been pursued. Anything that smacks of a conspiracy, a boycott, an agreement among several to do another injury by preventing him from securing supplies, through the efforts of such a combination, will always fail.

The Legal Methods.

There are only two legal methods through which a protective price can be legally maintained.

One, the most efficient, by the proprietor himself demanding a signed contract fixing the price at which his remedies must be sold, and providing a penalty for violation of the contract.

The other by general mutual consent, and this can only be made possible through organization—having an official head to direct, explain and arrange all differences that may arise among the members.

The result of observation confirms the statement that protection can only be secured through organization and co-operation, and every proprietor that has adopted a full price plan or a contract, serial numbering plan, has done it through the pressure of organization as evidenced in the results accomplished by the retailers' national association.

Unless the proprietor, **of his own volition,** determines to control the prices of his product and its distribution, there is no remedy except that obtained through organization and mutual consent—that comes within the law.


An Auto? No!
Peanut and Popcorn Seller
Catalog shows 'em $45.00 to $65.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Push sales **hard.**

Try a collection campaign.

The salmon pack is short.

Keep your store well lighted.

Courtesy pays in the store and out.

Advertising will stimulate fall business.

Never be so busy that you cannot be courteous.

There should be a retailers' organization in every town.

The California peach pack is estimated at 300 to 400 carloads.

Money "on the books" don't count for half as much as cash in the till.

Western New York apple crop will be 50 per cent larger than last year.

Encourage your employes to assist you in perefecting your system and retions.

Brazil nuts have been advanced. Supplies are reported exceedingly light.

Store lighting is important. Your customers want to see what they are buying.

This year's crop of Naples walnuts is reported to be very much smaller than that of 1905.

There is no good reason why a retailer should not be a member of an organization.

Does the dead beat prosper in your town? An association would put him out of business.

Late advices from Spain report an excited and higher market for Tarragona almonds.

The Michigan pack of peaches in cans has been a practical failure. Packers are all sold out.

It pays to tell your customer the goods you keep, reminding them constantly by signs and display.

The man who permits of waste of material or labor has overlooked a most vital part of his system.

The world's visible supply of sugar is 1,530,000 tons, compared to 1,380,000 last year and 1,450,000 in 1904.

The storekeeper must always keep in mind the principle of not allowing his customers to make his prices.

In advertising it is well to begin on the basis that men want facts and arguments, and that women want prices.

The honey crop of the San Joaquin valley this year is lighter than for any season during the past fifteen years.

If you can't get a full settlement of that old account, demand at least a partial settlement. Don't let 'em "skin" you.

It is a good idea to learn the names of your customers. It will prove more valuable to you in your daily dealings with your trade.

Prices on canned peaches are sure to be higher before next pack. This season's production wasn't equal to the country's requirements.

One of the largest retail establishments in the world has a standing offer of one dollar for each suggestion it accepts from its employes.

Each business must have its own system. Some fail because of an oversupply. To strike a happy medium is a most perplexing problem.

The early short sellers of apricots, peaches and pears have all been caught through their competitors having gone in and bought heavily.

People like to be called by their right names. They think that if you think enough of them to remember their names you appreciate their trade.

A properly arranged system aims to alleviate the general manager's duties by so dividing the details as to make it unnecessary to consult him on trivial matters.

Late advices from Valencia report last year's crop of raisins as 557,720 hundredweight, and the estimates for this year's production only 350,000 hundredweight.

Still higher prices on Brazil nuts are predicted by large handlers in this market as a result of the short supply and near approach of the active consuming season.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

The cranberry industry is becoming a very important factor in Pacific county, Indiana. Several marshes have been planted and the crop this year will be a heavy one.

Gloucester reports a further advance in the price of hake and cusk. Codfish was reported to be strong on the recent advance and tending upward under light supplies.

Fears are entertained that the Cuban troubles may interfere with the coming pineapple crop, though so far large growers are said to be not much troubled over the outlook.

The customer that you gain by giving good goods stays with you long after the one who is gained by cut prices drifts to where price and not quality is the essential feature.

A pronounced scarcity of gallon tomatoes is reported. One of the largest eastern packers of that size shut down with a pack of 3,000 cases less than he needed to fill orders in hand.

No business can succeed without individual system and be governed thereby. Details must not be overlooked. All contingencies must be met by some portions of your system.

Each time new conditions arise which your system fails to provide for, inject more system into the business. Never allow the same conditions to be unprovided for a second time.

See to it that your farmer trade does not send the money which is pouring in from the sale of bountiful crops to the mail order house for new goods and leave your account unpaid.

The catch of sardines in France, is the poorest on record. There is no catch at present in Portugal or in Spain. Stocks of sprats everywhere are said to be pretty nearly exhausted.

The foundations of all great fortunes are based upon system. System is the law which governs your business. The life or death of your business depends upon your system.

A retail grocer stated he found that his sales of tobacco and cigars increased twenty-five per cent after he had a neat sign made and hung in his window: "Choice Cigars and Tobacco."

Private advices from Baltimore state that some of the tomato canners in that city are now packing at a cost of $1 per dozen. They are paying high for material because they need stock to cover contracts.

If you know that you have the best store, carry the best goods and at moderate prices, see to it that you impress your importance in the three important respects noted upon the people around your home town.

Eastern buyers are getting ready for the pure food law and in self-protection are required in many cases the following: "The seller hereby guarantees that all goods delivered under this

[illegible]

The demand for [illegible] lights will make it look bright and attractive?

While the [illegible] to the Malaga raisin district is [illegible] crop has [illegible] to [illegible] packers [illegible] make certain [illegible] prices this season.

Many lines of canned fruit are entirely sold out now of this season's pack [illegible] and one which [illegible] quite a number of years. The [illegible] has been a fairly satisfactory one for Pacific Coast canners.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

PLAIN FIGURES HELP.

Success Comes From One Fair Price Well Maintained.

"No, sir, you can't afford to take advantage of anyone who comes to buy anything from you, wether the customer be man or woman," spoke up the Philadelphia clothing man.

"Right near our house, in Broad street, are several cigar stores. When I first went to Philadelphia I dropped in one day on one of these places and asked for a good two for a quarter cigar. The man behind the counter handed me out a box, and I picked up two and gave him a quarter. The cigar didn't please me, but you know we are creatures of habit. If we go anywhere for anything, that is the place we naturally go the second time. The next time I dropped in this store ther was a young man behind the counter. I picked up a couple of these same cigars and threw down a quarter. He handed me back 15 cents in change.

"Haven't you made a mistake ? I asked, 'in selling me these cigars for 5 cents apice ?' He said: 'O, no; they cost us $35 a thousand,' and you bet your life that I never darken that fellow's door again.

Parable of the Good Cigar.

"At the next place I went into to get my cigars the man was careful, and took a box out of an ice chest, and said to me as he passed them out: 'Here is a cigar that we pride ourselves on. We sell them pretty close at two for a quarter, but we like to give our customers satisfaction.'

That man has my trade to this day. I not only buy my cigars from him when I am in Philadelphia, but have him express them to me when I am out on the road. I have confidence in him."

A Book Store Bunco.

"I'm not quite as easy as you are," began the cloak man. "Just before Christmas last year I went in to buy a book for a young woman friend of mine. I had heard her say that she liked 'Lucile,' and I went into a book store to buy for her a nice copy. I was in a hury. I usually buy my books when I am at home in Baltimore from an old friend in the book business, but that time I was in a great hurry. I asked the man for a copy of 'Lucile.' He showed me one RETAII TEN e-Beth and priced it at $1,30. I asked him if he didn't have anything better. He fumbled around, and finally brought out another book that looked more or less like the one he had shown me before and said: 'Here's a copy for $2.50.'"

Paid Two Prices for Book

"Gave you what you were looking for ?" asked Watkins.

"Yes, you bet. It so happened that before I went home I had to go down right near where my old friend in the book business was. Just for curiosity's sake I went in and asked to see a copy of 'Lucile.' He showed me the identical thing for which I had paid $2.50. and his price, marked in plain figures, was $1.20; and I didn't do a thing but go right back up to the other store—to the other man's place. His store was full of customers, and I told him I wanted him to hand me back $1.30. I told him he had robbed me outright and that he should give me the money and give it to me quick. He hemmed and hawed for a moment and tried to get out of it, and I didn't give him much time. I simply slung the book at his head and told him not only to take the $1.30 but to take the book also and go to. Then I went and bought another copy of my friend."

Shy of the Two Priced Fellows

"I don't like to deal with those two priced fellows, and I won't do it," the hat man remarked. "I know one evening, when it was colder than blazes and the wind was blowing down my collar and sending shivers along my spine—one of those raw, vile winds off Lake Michigan—I went into a little store on Wabash avenue to buy a muffler. I usually fight shy of these little joints, but it was after 6 o'clock and the big stores were closed. I asked the man—he was running the store all by himself —to show me a muffler. As he passed it out to me—it seemed to be all right—I asked 'how much ?' and reached in my pocket for the money. I was in a hurry. 'The price of this one is $1.50, but I will make it to you for a dollar,' said he. 'You won't do any such thing,' I answered. 'I don't do business with people who will do it that way.'"

"That was the reason why," said Hoover,the merchant, "this man was able by himself to attend to all the business he had. The retail customer has demanded that the merchant mark his goods in plain figures, and sell them at one price. It's only during the last few years that this has become the general custom with merchants, but people have demanded honest treatment, and the one who gives it to them is the one who gets the business."

GROCRES DO THINGS.

A Kentucky Association That Is Helping Its Members.

A. C. Arthur, President of the Louisville, Ky., Retail Grocers Association. writes to the "Eli Grocer" about his association as follows:

"Our association is a splendid one.

"It has been organized for about six years and includes among its members all the better element of the retail grocers of Louisville.

"True we do not take all the retail grocers in the association.

"Some are more saloon keepers than grocers and use the grocery line as a blind. Then we have a few grocers known as "cutters," who are all the time shouting quality and cheapness, which as you know, do not blend. Our association does not care for that sort of timber.

"Our secretary, G. W. Call, we consider a hustling, energetic man, fully alive to our interests.

"Our association meets twice a month and the metings are, as a rule, well attended.

"Our credit department is unusually active and we collect thousands of dollars through it. We have two magistrates who collect for the association with no expense to it.

"A sharp outlok is kept on deadbeats and list made. In this department you can easily imagine the advantage to the members and the amount of money saved to the grocers by it.

After Peddling Jobbers.

"A carefully selected committee has in charge the wholesaler who retails and we do not hesitate to call down the jobber who robs the retailer in this particular way.

"We watch our peddlers and make many complaints to the city officials but we do not get much satisfaction, as any one acquainted with Kentucky law and justice can easily guess. Still we keep on knocking.

"We condemn premiums and are a unit against all concerns that give them. We receive many communications asking us to favor premium schemes, but we are on record against all of them.

Pay For Service.

"We run our association on business methods. We have a paid secretary who has an office and his services are at the disposal of the president and directors at all times. Our association has money at interest. is thriving and enjoys the good will of all wholesalers of the city who have stated to me many times that the organization is so alive and hustling that it helps them. They attend our Dutch coffees on winter evenings and apparently enjoy these little social gatherings immensely.

Two Successful Ventures.

The Retail Grocers' Association owns and operates the Grocers' Biscuit Company with a paid up capital of $90,000 and doing so much business that it is difficult at times to fill orders. Stock is at par and dividends seven per cent every six months.

"We also own and control the Grocers' Baking Company, with a paid up capital of $50,000, stock two dollars for one and none can be found. The annual dividend is 33 1-3 per cent, but in the last year only twenty per cent was paid, the balance going to make up a reserve fund.

"Like all associations, we have some drones as well as hustlers, but the hustlers keep things going and make our organization very much in evidence in the city of Louisville, as some monopolies have found out."

W. F. Bowers, formerly with the S. J. Sill Company, at Berkeley, has opened in the retail tea and coffee business at Berkeley.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, N. Y., Oct. 10.—The market is quiet. The market for 96 deg. centrifugals has receeded to 4c with granulated at 5c.

New York, Sept. 25th—M. G. Wanzor & Co. report:

"Much of the snap and tone has been taken out of the sugar market since the United States government took a hand in the settlement of the Cuban uprising. When President Roosevelt's letter was published, the European markets took it for granted that the danger of destruction of plantations etc. was passed. They accordingly dropped prices.

TEAS.

M. J. Brandenstein & Co. report:

"There is a steady strengthening of condidtions in the primary markets. Locally, the market is strong with a good demand, although prices remain unchanged."

COFFEE.

Hills Bros. report:..

"Local market is very strong owing to the small amount of Central American coffees on hand. There will probably be little if any change in values until the new crop begins to arrive which will not be for several months yet."

New York, Sept. 21st.—Henry Nordlinger & Co report:

"The new crop coffees arriving from Brazil are a scraggy looking lot of goods. The invoices do not run uniform in color, bean, style or roast. The consequence will be that the balance of the fine old coffees will be taken up at increasing premiums and the new crop will be left to one side until there are no more old coffees. These latter are now preceptibly melting away."

RICE.

M. Phillips & Co report:

"Locally all grades of rice have advanced ¼c to ⅜c in the last few days. The market is very firm and rice at today's prices is a very good buy. We have received today the following telegraphic information.

Beaumont, Texas—Present rain still continues. Weather conditions will be very bad for the incoming crop. The wet weather has held back threshing which was under way throughout the country. Should the bad weather continue for any length of time, material injury may be wrought on the rice crop which is still unharvested.

New Orleans, La.—The market for rough rice continues firm with only light suplies. Prices closed today well maintained. The market for clean rice ruled strong. Low grades of Honduras were a shade higher.

New York, Oct. 2nd—Dan Talmage's Sons' Co. report:

"Market during the week has been active and demand largely in excess of receipts, which are, as a rule, sold some days in advance of arrival. Enquiry covers full range of Honduras and Japan sorts, with quickened demand for the latter. Prices are firm under sustaining reports from primary markets.

"Advices from the South note gradual enlargement of receipts on the Atlantic Coast and all offerings quickly taken. At New Orleans, market is strong with light receipts of Rough. The severe storm last week interfered with harvesting and threshing, serious damage and loss is reported, not only from delayed harvest, but to large quantities of Rough in stack ready for the threasher.

"In the interior, Southwest Louisiana and Texas, movement is hardly under way. Mills find difficulty in securing supplies of Rough and planters are holding prices very firm under brisk competition of buyers.

"Cables and correspondence from abroad note strong and advancing markets on all styles."

Charlestown S. C. Sept. 22nd— Samuel G. Stoney reports:

"A very severe storm has visited our coast during the last week and has done very considerable injury in the Georgetown section. Conservative parties put the estimate of loss at from 30 to 50 per cent.

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products



Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Nathan Bibo
1st Vice-Pres. - Geo. B. Doyle
2nd Vice-Pres. - - J. S. Irvine
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, George Golder
J. W. King, Gus. F. Lehrke
A. McCaw,
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

His Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Association for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.
Temporary offices, 1711 Webster St. Phone West 3067

DRIED FRUITS.

Castle Bros. report under date of Sept. 18th.

"Raisins and peaches are the two most active articles in the fruit line at present. Raisins in the sweat box have advanced from 3¼c sweat box basis to 3⅞c, and prices for the packed article accordingly. The dried peach output is not over 50 per cent. of last years crop and ten cents per pound for orchard run stock is being freely paid to the grower. Apricots are already very closely cleaned up and the few remaining in the hands of the growers in Ventura county are held at 15 cents per lb."

RAISINS.

Fresno, October 1st.—Many growers believe that raisins will go up to 4½c and are holding out for that figure. Among those holding are the Kearney Estate. Last week some big crops were sold at 4c. The upward tendency of the Eastern market is said to be due to the fact that the opening prices are low. Eastern jobbers saw a chance to make money on a rising market and are pushing raisins thus strengthening conditions.

San Diego, Sept. 27th—The raisin makers in the El Cajon and Escondido Valleys report that the crop this year is going to be a little scarce. Labor is very scarce. Some fruit may be lost on that account. One cause of the shortage is the heavy demand for fresh grapes by the Los Angeles market."

EVAPORATED APPLES

New York, Sept. 25th. — Delmarle Bros. report:

"There are no offerings coming in from the country. Dealers here are not inclined to offer. Sellers from up the state are now asking 6c for November 24th apples."

Sodus Center, Sept. 22nd.— E. D. Mather Co. reports:

"Evaporated apples have advanced from 5¾c to 6c for prime in 50-lb. boxes delivered in New York. Southern Illinois will not make many apples. Missouri evaporators are discontinuing business owing to the unfavorable conditions. The make in Michigan and Canada will not be heavy. The crop in New York state, I believe, has been over estimted. The eastern part of the state has perhaps 75 per cent of last year's crop. In the western part the crop will be perhaps 150 per cent.

IMPORTED DRIED FRUITS

New York, Sept. 21st.—The Hills Bros. Co. report:

"**Currants**— Cables received during the week report aconsiderable advance in th market. The sharp advance in the Grecian market is not justified by the shortage in the size of the crop. The cause is one of speculation pure and simple. The Privileged Currant Co. have driven the market up to the present high basis and it is doubtful whether they will let it weaken until after the holidays. The spot market advanced in sympathy with the foreign.

Figs—Prices are firm. Packers are now quoting October shipment on a higher basis than September.

Raisins — While rainy favorable weather is now prevailing in Spain nevertheless the crop was badly damaged and will be considerably smaller than last season. High prices would seem to be justified."

HONEY.

The year's output will be less than last year. The enforcement of the new Pure Food law is going to increase the demand materially as it has with maple syrup.

LIMA BEANS.

Santa Ana, Cal.—The crop is earlier than last year. Weather conditions have been perfect. The yield will be somewhat larger than last year.

Adair Rockland [illegible]

[illegible]

EASTERN BEANS.

Detroit, Mich., Sept. 22nd. H. E. Botsford & Co. report

"The market is active and firm at [illegible]

Lakeport, N. Y., Sept. 21st.—W. F. Shaffer reports:

"Prices are so low that bean growers do not seem to care to sell even if



MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights — no [illegible] — exact weight and correct money value shown instantly in both [illegible] figures.

All sizes — all kinds — liberal discounts — easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

they had time to draw them. The long spell of dry weather was bad for the crop."

CANNED FRUITS.

There is no question about the short pack of canned fruits and the fact that deliveries will have to be pro rated. The entire pack is practically sold. The shortage will be due to the difficulty of getting cans and the shortage of labor. The high prices of both these things together with the advance of 25 per cent in the cost of boxes made by the new Pine Box Trust, also tend to add to the actual cost of production. The continuance of favorable weather has added materially to the amount of tomatoes packed in the state."

Griffith-Duracy Co. report under date of Sept. 19th.

"During the past week we have received a great many letters and telegrams asking us to quote as near as possible a full line of fruits. Now, there is not a packer in the State who has a full line. Very few packers know "where they are at," except on the early varieties. For instance, nobody has any cherries of any kind; nobody has any berries. On the other varieties the situation is about as follows:

Apricots—There is a small quantity of Extra Standards and Standards, and on the other grades everybody is sold out or oversold.

Pears—There is a small surplus of everything except Water and Seconds. Some packers have a few cases of Extra Standards, and no other grades; some packers have a few Extras, but no other grades.

Clings—Everybody is short. We don't believe very many will make full deliveries. There is nothing to be had excepting Water, and these only in straight carloads.

Yellow Frees—There is a small surplus of all grades, excepting Seconds and Pie.

Plums—There are a few left.

Grapes—As grape picking has hardly commenced, we can take orders for almost all grades of this variety.

CANNED PEACHES.

Baltimore, Md., Sept. 28th — The "Trade" reports:

"Peach packing season is practically over and there was a very light pack. Many orders could not be filled. Packers have all been paying very high prices. Pie peaches, both gallon and No. 3, are higher than our last week's quotations. Standard Yellows advanced from 5 to 10c per dozen.

CANNED TOMATOES.

Anaheim, Cal, Sept. 29th.—The Orange County Preserving Company is putting up 15,000 cans of tomatoes each day. The run will extend about two months longer. The pack is expected to total 24,000 cs.

Baltimore, Md., Sept. 28th. — The Trade reports:

"Tomatoes occupy the most interesting position on the list of canned goods. This is on account of the smallness of the pack. This condition guarantees that there will be a very light amount of stock to meet the year's demand before we have another season's crop. This in turn gives assurance of another good season of tomatoes, thus making three good years. There has been quite a steady advance during the past ten days. Some parties expect still higher prices at an early date. One of the agents acting for the Syndicate has refused orders of $1 for 40,000 cs of their stock. Standard 3's are now quoted at from 95 to 97½c at primary markets. Next week will probably find them at $1. In some parts of the middle west, favorable weather makes them calculate on a large pack. California is in the same situation with chances more favorable for the Pacific Coast situation than of the Prairie states."

Aberdeen, Md., Sept. 22nd.—Strasbough-Silver Co. report:

"The season of 1906 is over and the pack of tomatoes was not quite enough to suffice for future sales. Today the price of 3's is 92½ to 95c. Can't say what Monday's price would be."

Baltimore, Md., Sept. 22nd.—Thos. J. Meehan & Co. reports:

"The increased buying of all grades of tomatoes was in itself sufficient to cause an advance in the market from time to time. When confirmation of very unfavorable reports of the week previous were added to this, the market was farther strengthened. As high as 90c per bushel was paid for fresh tomatoes for canning as against 65c during the first of the week and 20c during August. We repeat our recommendation that the trade keep their stock in a comfortable condition for fall and winter trade."

CANNED CORN.

Baltimore, Md. Sept. 28th.— The Trade reports:

"Corn sems dull and depressed with less call than was expected. The reduced pack this season and the small carry over insure an excellent season for 1907. Packers will be in excellent condition to prepare for the requirements of the Pure Food law next year.'

New York, Sept. 26th.—The special correspondent of the "Trade" reports:

"New York State has packed about 40% of the usual quantity. Since the market remains weak, the supposition arises that some of it will not pass muster after the new Pure Food Law goes into effect on January 1st. Vast quantities of the stuff will not come up to the standard. This is causing forced sales and has made prices low. Maine stock is held firm under reports of a short pack. The reduction is understood to be 40 percent.

Aberdeen, Md., Sept. 22nd.—Strasbaugh-Silver & Co., report:

"The market is firm on short pack reports. There is a better feeling in Maine style. Shoe Pegs are advancing, not so much on account of orders as because of scarcity."

CANNED PEAS.

New York, Sept. 26th.—The special correspondant of the "Trade" reports:

"The pea market is firm with an upward tendency based upon the fact that holders are disposed to retain such stock as they have pending the readjustment of governing conditions."

CANNED SALMON.

Portland, Ore., Oct. 1st.—There has been an almost unprecendented run of Chinook salmon in Tillamook Bay during the past few weeks.

Wallalula, Wash., Sept. 27th.—There is a great run of salmon on the Columbia.

Bellingham, Wash., Sept. 25th. — About 4000 cs, of sockeye and salmon were burned by the fire which destroyed Wadhams & Curtice fish cannery at Blaine. The value of the fish on hand was about $25,000.

Greer's Washing Ammonia

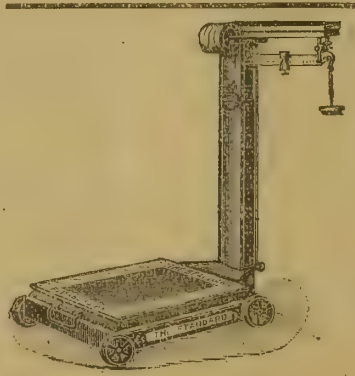
It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

Seattle, Wash., Sept. 29th.—The "Trade Register" says:

"W. H. Brownell, manager of the cannery at Orca, Alaska, reports a pack of 34,000 cases of red salmon. He also reports a good season in that district.

"The big consumption of pink fish caused by the low price last year has led to a heavy demand for that grade in preference to red salmon. The east is waking up to the fact that the pink and cohoe salmon have excellent eating qualities, which fact the Trade Register has been stating to the trade for several years."

AMERICAN SARDINES

New York, Sept. 26th—Special correspondant of the "Trade" reports:

"The situation is unchanged. Buyers take substantially everything as soon as it arrives. So far it has been impossible to accumulate anything beyond a car or two."

New York, Sept. 25th.—B. O. Bowers & Co. report:

"But a limited quantity of fish is being caught, and same are not satisfactory as to size for canning purposes, and the requirements of trade. Prior to the advance, which went into effect on the 15th, there was an active demand from all sections of the country. Following the advance the demand has been limited."

New York, Sept. 25th.—Jed Frye & Co. report:

"As was expected, due to the scarcity of fish and the shortage in pack, the market has remained firm at the advance of the 15th inst. No new goods, standard grade, are procurable at anything less than the list prices. and owing to the lack of accumulated stock in packers' hands, there is no great pressure to sell. As the season is fast approaching its close, it is generally thought that the market will remain in its present firm condition."

COD FISH.

Gloucester, Mass. Sept. 19th.—The Gorton-Pew Fisheries Co. report:

"The fleet have landed at this port this year to September 1st. 34,000,000 lbs of cod fish in comparison with 45,000,000 lbs in 1905 and 39,000,000 lbs in 1904. Curers recently advanced the prices of fish ½c per lb on large and medium Georges Cod. One Grand Bank fleet sold to the curers at ¼c per lb over last year's sales for the same grade of Cod. Cod fish will be likely to rule materially higher."

CRANBERRIES.

New cranberries are in the market. They are of fine appearance and are firm and solid.

HAY.

Somers & Co. report under date of Oct. 9th:

"The total amount of arrivals is becoming a bit less. Shipments to market last week amounted to 3150 tons in comparison with 3580 for the week preceding. The car scarcity still continues, although at the moment there are probably from 150 to 200 cars of hay en route to market, all of which were loaded from a week to ten days ago. The rain is holding off in good shape, and a week or two more will put the country in very good condition for a shower. There are one or two decided exceptions to this statement, however, for at Hollister there must be 2000 ton of hay in the yards, awaiting shipment to this market, and for which there is no warehouse room. Early rains will do much damage to this particular section.

"Choicer grades are in very limited supply. Just at the moment the demand overbalances the supply. An occasional car of fancy wheat hay will sell at from 50cts to $1.00 per ton above quotations.

Choice wheat hay..	$16.50 to $17.50
Good wheat hay...	13.00 to 14.50
Wheat and Oat.....	
Tame Oat..	
Wild Oat...	
Stock hay..	
Straw ,per bale.....	

PETALUMA MACARONI.

Petaluma, Sept. 20th.—The Petaluma Paste Company made its first shipment of macaroni on Monday. The shipment was made to Sacramento. The local merchants are much interested in the concern. A shipment of

HOOPER & JENNINGS MOVE

Hooper & Jennings have moved into their new store. It is located on Bryant between Second and Third streets.

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



AFTER THE KNOCKERS.

Southern Secretary Tells of the Sales of Enemies of Trade Progress

The following strong letter from J. F. Paulding, Secretary of the Southern California Grocers Association explains itself:

"From time to time for the past two years, information reaches my ears that certain salesmen are going the rounds telling members and non-members that the Association is run by J. R. Newberry. They do not say wherein there is any mismanagement of Association affairs but simply that Newberry is the boss.

"In tracing the reason for these statements it is invariably the case that they originate from some one who has a personal grievance against Mr. Newberry and it seems their determination that they will not let Mr. Newberry and the Association alone in peace because they have a personal feeling against him.

"These statements are picked up by others and passed around and there are many grocers in Southern California who believe that such statements are true.

A Logical Statement.

"The facts of the matter are that Mr. Newberry has attended only three meetings during the past seventeen months and he would certainly be a remarkable man if he could boss a body of 350 men and only appear among them once every six months.

"This being true there leaves only one other source where he could dominate the Association, and that is through the secretary. This would be absolutely impossible because those who attend the meeting would immediately see the game if such were attempted and the secretary's services would be dispensed with immediately.

Insult to Intelligence.

It is questioning the intelligence of such men as J. A. Fazenda, W. C. Longstreth, C. Mottaz, W. D. Buck, E. S. Potter, I. Finkenstein, A. L. Colby, W. C. Newell, L. O. Powers, N. E. Wilson, W. E. Boddy, G. W. Leonard and all others who attend the metings regularly, to say that Mr. Newberry, the secretary or any other person could use these men as tools to further their own private interests.

"There are those who have said for the past three years that Newberry was trying to use the Association to get on the jobbers list. Such a request has never been made and never will be and every salesman or other person who makes any such a statement **lies, and does so knowingly** because they are aware that if the conditions with the Association were as they say they are, it would be disrupted in two months.

"The question is, then, what has Newberry to gain by dominating the Association and what would the Association gain by allowing him to do

Has Been Loyal Worker.

"He is a loyal member and has done a great deal to help build up the Association, but his views are no more to the organization than any other member except his business success naturally makes what he has to say of more interest than the ordinary merchant.

"The latest report is that the secretary is subservient to Mr. Newberry because he was receiving money on the quiet to be at the beck and call of Mr. Newberry.

"These statements have lately come from three different sources, but as usual no excuse was offered as to why the secretary should accept money as a bribe or why Mr. Newberry should offer it.

Denial From Paulding.

"I have not extended any special privileges to Mr. Newberry and I think those who have had dealings with him know him well enough to know that he is not giving something for nothing. I can frankly say, that I have never asked or received noe cent as special tribute (bribe) from Mr. Newberry or any one else and if conditions should become so that such were offered, they would be promptly refused.

"Our Association is not founded on bribery, nor special privileges. Both charges have been hurled at it until I am constrained to speak these few words in self defense.

"It is bad enough to make the sacrifices which I have made in order to bring the Association up to its present standard of efficiency, without having to bear the odium of accepting bribes or special favors. I hope the next party who makes such charges will be so kind as to state wherein the harm is being done by Mr. Newberry or Paulding in running the Association.

"If the great "know -alls" charge that such and such is the case, be prepared to back them up."

"I am reluctant to interfere with the rights and liberties of those not interested in our work, but it is becoming a serious question how far we are bound to exercise restraint in dealing with those who are trampling the good name of our Association under foot all because of a personal feeling towards one of our members."

4900 lbs was sent to Reno this week.

STARCH COMPANY RESUMES.

Stockton, Calif., Oct. 4th—The California Wheat Starch factory will resume operations on January 1st. This company consists of Stockton capitalists and was organized in October 1905.

WM. CLUFF IS BUILDING

Wm. Cluff Co. will be located on the southwest corner of Spear and Mission. They will have a four story building and basement of re-enforced concrete.

The offer of "money back if not satisfactory" is regarded by most merchants with fear and trembling. However, one man happily solved the problem, offering to return the money and yet protecting himself against loss. He was a baker and his advertisement in the country paper read: "Eat one loaf of our bread and bring it back if it is not satisfactory and we will refund your money."

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. **J. T. WILSON,** Pacific Coast Agt., 2871 16th St., S. F.

For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

GINGER ALE

BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water ...$	.80	$1.50
Ginger Ale.....	.80	1.50
Sarsaparilla ...	.80	1.50
and iron.....	.80	1.50
Cider	.80	1.50
Cuban Punch...	.80	1.50

Cash Prices 2 Doz. per case.

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Cal.

PURE FOOD ACTIVITY

Organized Grocers Seek to Secure Protection For Dealers.

The Cleveland Retail Grocers' Association presented to the national pure food commission, the following brief:

Establishment of Guaranty

1. Suggestion respecting the form of guaranty.

"We hereby guarantee that the contents of this package are not adulterated and are not misbranded within the meaning of the act of congress relating to foods and drugs approved June 30, 1906."

.....

Manufacturer.

.....

Address of Manufacturer

The guaranty suggestion above is supposed to be attached to each can, bottle or other package of goods which are ordinarily sold in sealed packages. It will perhaps be desirable to adopt a regulation providing that such a guaranty attached to a sealed package should be void after the contents of such package have been removed. Regulations should undoubtedly provide that the same label can not be used on a package which is refilled.

Goods which are sold in bulk should bear a similar guaranty with a provision beneath it warning purchasers that the guaranty extends only to the goods as they are originally received by the consignee.

2. How to be signed, by printed or written signature, and by whom:

The obvious necessity of providing for a very large number of signatures makes it, we think, inadvisable that written signatures to the guaranty should be required. A printed signature of a corporation attested by the proper officer or the printed signature of a partnership or individual by the proper agent would be, we think, sufficient to answer the purpose of the act. It might perhaps be desirable to require that a fac-simile of the signature used by any manufacturer be filed in the office of the secretary of agriculture for identification in connection with a fac-simile of the corporate seal if any exists which should be printed on the guaranty.

3. Method of identifying the articles covered by the guaranty, either by stamps, or otherwise:

It is proposed in the foregoing paragraphs that the guaranty be printed as a label upon each package of goods ordinarily sold in sealed packages at retail and upon the original package of bulk goods. We think that such a guaranty might be impressed upon the label of goods already packed by means of a rubber stamp or otherwise and upon newly packed goods it might be printed on the label. It would seem to us impossible to identify the goods covered by the guaranty so well as in another way as satisfactory as the foregoing.

4....Methods which the purchaser should follow in order to establish the identity of the articles and secure the application of the guaranty:

If the foregoing suggestions meet with your approval the method by which the purchaser shall establish the guaranty becomes very simple. It will require merely inspection of the label upon the part of the purchaser to assure himself that the guaranty exists. We very much doubt whether any other plan can be devised to insure enforcement of the law and protect innocent purchasers from fraud.

National Association Acts.

The following is part of the brief prepared for the National Association by L. J. Callanan and which was presented to the pure food commission at its meeting in New York, September 21, 1906:

"The retail grocers of the United States, through their national organization, respectfully request your honorable board to adopt the following regulation:

"That when a distributer of food products purchases from the manufacturer, wholesaler, or jobber, or any other person, goods to be sold in his trade and shall obtain from the manufacturer, wholesaler, jobber, or any other person from whom he purchases the goods a guaranty that the goods are pure and comply with the law enacted by congress, approved June 30, 1906, that if, on examination, the goods covered by said guarantee are found to be adulterated within the meaning of said act, and on proof by the distributor that they are the goods covered by the guaranty, then said distributor shall be held guiltless and the pains and penalties for the violation of said act shall be visited on the parties who gave the guarantee."

NEW
SAUERKRAUT
NEW
PICKLES,
CATSUP,
ORDERS PROMPTLY DELIVERED
OURS IS THE ONLY FACTORY IN FRISCO.
Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

ANOTHER CRACKER COMPANY

The Capital Candy & Cracker [illegible] filed articles of incorporation [illegible] capital stock is to be $100,000 [illegible] Wittenberg, of Portland, Ore.; C. C. Sherman, T. B. Adams, (Acme Candy Co.), D. [illegible] Jubilee Candy & Cracker Co.), H. Holt (Holt, Udell & Co.), P. C. Dreschert (Mebius & Dreschler Co.) all of Sacramento, and Luigi Saroni (Pacific Coast Biscuit Co. of San Francisco.

The last named says that the Capital candy factory on the east [illegible] the fire.

It is said also that all of the [illegible] grocers are in on the deal.

[illegible] is to be erected [illegible] structure of steel.

The company will occupy a two [illegible] building on the site of the Capital factory on Seventeenth street [illegible] and I streets which is now being pulled down to make room for the new structure. George C. Sherman is to be manager of the new factory which will employ about 150 people.

The proposition was promoted by Mr. Saroni and is evidently planned to replace the plant he lost in the San Francisco conflagration.

PRESERVING PRUNES PROFITBLY

The Caprunes" Company has rented a factory at Santa Clara, Cal., and machinery is being installed.

"Caprunes" is a process of [illegible] prunes by which a profit [illegible] said. The process is the work of J. Luther Gibson. The following directors have been chosen: [illegible] Bowers, E. P. Boden, Dr. T. F. [illegible] H. J. Alderson and [illegible] Dunnigan, of Santa Clara; L. H. [illegible] and W. E. [illegible] of Fruitvale. The officers have not been chosen.

The company expects to have its plant at work within a few weeks and [illegible] will employ [illegible] hands. The [illegible] goods are [illegible] everyone who has samples them and [illegible] found to [illegible]

NEW CRACKER PLANT.

[illegible] has been [illegible] the [illegible] Cracker & Candy Company of San Diego. [illegible] of the [illegible] [illegible] of [illegible] C. Hizer and H. E. Mills, of San Diego.

HELPING THE TRADE

Associated Retail Grocers Plan to Benefit Every Man in the Business.

BY FRANK B. CONNOLLY, Secretary

The grocer who looks over the list of members of this organization has to say: "What other grocers are there in town?" This is because our membership includes practically all of the men of standing in the trade.

In order that the trade may realize what our organization means, I outline our work as follows:

FLOUR—The mills to-day will not allow the price of their standard brands to be cut. As a consequence, every dealer in S. F. is securing a margin of 20 to 25c where formerly he only secured 5 to 7½c per sack. This is due to the efforts of our members.

(J. Salomon and Fred Krueger did everything in their power to make the flour mills feel that the grocers of this city did not want a fair price maintained on flour.)

LWS—Through the State Association with which we are affiliated the law was secured by which a grocer is able to attach the wages of the men working for the city and county or state. The separate property of a married woman is made responsible for the necessities of life under certain restrictions. A guarantee of purity protects the retail grocer from prosecution for violating the pure food laws.

We secured the passage of a bill extending the Statute of Limitations and another allowing the merchants to form Mutual Fire Insurance Companies both of which were vetoed by Gov. Pardee. We secured the passage of a law prohibiting trading stamps and similar premiums which was afterwards declared unconstitutional by the Supreme Court. We propose to secure several important laws at the next Legislature.

(J. Salomon and Fred. Krueger caused their organization to withdraw from affiliation with the other associations of the State which made the passage of these laws possible. They declared they were not interested in this sort of thing and were only interested in keeping down the liquor lincense. Their organization has welched on their per capita tax to the State Association and used the funds, raised for that purpose by men interested in the State Association, to pay the expenses of delegates to the State Convention instead. The directors of the State Association have instructed their attorney to sue their organization for the dues they owe.)

ASSISTANT SECRETARY HELPS

Mr. Cusack our Assistant Secretary devotes his entire time to the various things in which all members of the organization are interested. He finds that it takes every moment of his time and leaves him no time for any private business.....

(Fred Krueger is paid $00 per month for acting as secretary of the S. F. Retail Grocers. He spends most of his time securing adertisements for his Bulletin, the money for which goes into his own pocket. He also spends considerable time in collecting bills, using also the association's office staff for that purpose, the commission for which also goes into his pocket. Under the circumstances it can be readily seen that, even if Mr. Krueger were an enthusiast in association building, instead of being a knocker he would not have time to do the necessary work if results were to follow.)

COLLECTING — Our organization has official collectors. Hall, Schaertzer and Robinson, who are under $5,000 bond to pay promptly to this association all moneys collected on bills for our members. As soon as all members turn in their bills a delinquent list will be printed which will not be encumbered with a lot of advertisements. Our members have the advantage in the collection of their bills of the co-operation of retail grocers all over the state. Our collectors show no favoritism and give the same equal attention to the bills of the members and also the bills of all sizes.

(Many grocers have complained to me that their bills have received little or no attention from Mr. Krueger. When Mr. Krueger's association withdrew from the State Association they sacrificed a large part of its value to the members.)

GENERAL HELP—The high standing of the members of the Associated Retail Grocers makes them an influence on the street. It guarantees that anything they ask for will be considered seriously by the wholesale trade who know and respect the purchasing power of its members.

Our organization is prepared to take up any matter that any member may feel is of importance.

IT PAYS—To belong to an organization that not only does things but also has the capacity for doing more things. At the State Convention in Oakland, September 24-25, we will decide what laws are most needed and we will take up many other matters of great interest to the grocery trade; it was because we insisted on remaining loyal to the State Association that we started our Associated Retail Grocers made up and governed by some of the most successful men in the business.

Only Absolutely Self Cleansing

MILL IN THE WORLD.

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

Clerk's Corner.

THE VALUABLE CLERK

English Ideas As To What Constitutes A Good Helper.

The following paper won the second prize in a recent English competition:

"A man's life should enter thoroughly into his work; not only think of that work to the exclusion of all else during business hours, but think of it constantly before and after office hours.

"Study carefully the duties of your position. Keep your eyes open and learn the work performed by those above you, so that should a vacancy occur your employer can put his hand upon a man qualified for the promotion.

"Make it a point, above all else, to earn more salary than you are receiving. Strive to do the day's work during the hours allotted to that work, but in any event finish in every detail, the day's business in your department before leaving the office, if permitted to do so. In other words, have your heart in your work.

"A man holding any position in an office or counting room should be very careful and absolutely correct in the details of his work . Mistakes by a competent man with his head and heart in his work, are entirely unnecessary and unpardonable.....

"Strict integrity, honesty, industry and faithfulness, and I will add intelligence, are absolutely neccessary qualifications to fill a position of any kind."

THIRD PRIZE AWARDED

The qualifications and Deportment necessary for the success of any employee in any position were outlined by the winner of the third prize as follows:

"Punctuality is an absolute necessity.

"Thoroughness to the smallest detail.

"Respect of and obedience to instructions.

"Realizing that your employer's interests are your own and that your endeavors will be appreciated.

"Be honest, not because it's the best policy, but because it's right.

"Seek the confidence of your employers. This can be done by actions, not by words.

"Consider all matters concerning business as private; converse with no one regarding your employer's affairs.

"Be not afraid that you will do more work than you are paid for.

"There is no position, no matter how small, that has not its responsibilities."

Bertin & Lepori, proprietors of the Eagle Coffee and Spice Mills, have now got their new plant at 520 Washington Street into good running order.

PUSHING CONSTRUCTION

A. Schilling & Co. are pushing the construction of their big new plant as rapidly as possible. This will include a two-story office building 80x80 feet, a three-story tea building 170 feet long and a three-story building 208 feet long, which will be devoted to spice grinding and to the baking powder plant. All these buildings are being constructed of brick and stone.

The J. K. Armsby Company estimate the Cal. peach crop at not over 10,000 tons dry. Last year the available supply was 16,000 tons. The market steadily advanced all season to the end, not a pound being carried over.

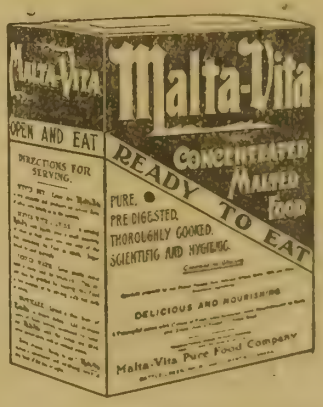
The Ludwig & Matthews Company, Oakland, has been incorporated with a capital stock of $10,000 for the purpose of carrying on a general grocery business. The directors are: Mrs. Freda Ehmann, C. W. Bolles, E. W. Ehmann.

Merchants who make heavy purchases in advance of their immediate requirements are taking the chance of verging into the waters of speculation, and being classed among those who overbuy, with disasterous results, even though the additional profits on some of their deals add very materially to the returns for the year. Men of limited capital can hardly afford to take this chance, but even less can those of limited experience. There are so many items to be set over against the added profits of successful operations in this direction that dealers in either class are most likely to find themselves better able to handle their business by keeping near shore.

Armer Bros. & Co., coffee importers and roasters, formerly at 27 Main St. are now located on San Pablo Avenue near 29th street, Oakland.

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

AMUSEMENTS.

COLONIAL THEATRE

The first real theatre of San Francisco has opened and Frank Bacon is presenting "The Man from Mexico" at the Colonial, on McAllister street near Market. The piece is full of clean clever comedy and is staged very artistically. The company is strong in every part, many of the cast being old time Frisco favorites. The prices vary from 25 cents to $1.

DAVIS THEATRE.

There is another exceedingly funny offering at the Davis this week in "Way Up East," a burlesque of "Way Down East." The program is completed with "Pousse Cafe" a "Weber & Fields" vaudeville hodge podge. There are new songs, new costumes, lots of fun and action and numerous pretty and shapely girls.

CENTRAL THEATRE.

Kolb & Dill continue their hit at the Central. They are playing "I.O.U." this week. This is a satire on strikes and unions and has many very funny situations. It also has a lot of new and catchy songs, together with a big chours of pretty young women.

CHUTES.

Big crowds attend the "Chutes" daily. The splendid zoo and the numerous concessions prove a strong attraction. The Orpheum show is way above the average. In addition to the evening performance a matinee is given every afternoon except Monday.

A SWEEPING ANNOUNCEMENT

In a full page of their local paper, "the Glendale Grocery" announces its formation as a result of the consolidation of W. C. Fraley & Co. and Hazmalhalch & Talbot. They explain their facilities for doing business in the following attractive manner:

In making this announcement, the new company desires to call attention to the following solid grounds on which it bases its claims to public patronage:

1. **Facilities.**—The largest and most modernly equipped grocery store in the valley. Centrally located and having at its command an experience of many years in knowing how to make the best of these facilities for the benefit of customers.

2. **Organization.**—The next most important consideration—developed on practical lines through years of experience has been brought by selection and elimination as near perfection as possible. Constant vigilance shall be our watchword to the end that each member of our force may by fair but firm treatment show the best that is in them not only for their own sake, but for that of the public, the interests of all being in the long run identical.

3. **Service.**—Great stress is laid on the accurate filling out and prompt delivery of orders. Messages, verbal, written or phone, in fact an order received in any manner, will receive the careful attention of the proper person, so that no one need feel any hesitation in sending hurry-up orders. The organization and service is so complete that we believe it is almost impossible for any hitch to occur.

4. **Stock.**—This of course governs everything. If the goods are not on hand no sale can be made. Having nearly everything the housewife can need and the best of everything—speaks for itself.

5. **Quality.**—The quality of merchandise reaching this store is inspected and as new goods appear we shall be ever in the forefront and be the first to present them to your notice.

6. **Quantity.**—Our facilities for keeping the store fully stocked and the enormous quantities of goods reaching the store daily render it possible to fill the most exacting order at any hour of the day or time of the year. If a thing is to be had at all, here is the place to find it.

7. **Knowledge.**—Last but not least, "Knowledge." Knowledge of our customers and their wants, gathered from long experience; also a ready and sympathetic willingness to help out in emergencies. This knowledge shall be the cornerstone in the building up of our future business.

8. **Finally.**—We feel that by this consolidation we have made a leap of ten years into the future, and in all the important qualifications: in facilities, in equipment, in organization, in stock, in quantity, in quality and in service it is at the forefront of twentieth century enterprise and offers itself confidently to the people of Glendale Valley as the best place for the buyer to procure his supply of all that makes the table a treat and a joy forever.

Cheap goods are not always poor goods, but there is generally something objectionable about them, something which will detract from their ready and satisfactory sale. Better grades win the trade and hold it.

Don't try to advertise everything in your store at once. This results in hopeless confusion, pleasing neither to the eye nor to the cash drawer. Select something seasonable and push it for a time; vary this time to suit the article and the season; then try something else, following a rotation suited to your business.

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS

Importers and Commission Merchants

100 California St.

(Corner Davis)

San Francisco California

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

Scheer, Morehouse & Grandi

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.

Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco foot of Spear St.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs.
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, California

THE RETAIL GROCERS ADVOCATE

H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, OCT. 19, 1906. VOL. 11, NO. 41.

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

EXTENDS SEPCIAL OFFER

On orders received
BEFORE NOV. 15, 1906.



FREE The Grocer will get FREE

FIRST—1,000 2-lb patent self-opening Paper Bags with the purchase of ONE (1) GROSS 5-ct. size X-RAY STOVE POLISH or ONE-HALF (½) GROSS 10-ct. SIZE.

SECOND—A 3¾-in. GENUINE George Wostenholm "IXL". FOUR-BLADED KNIFE, of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined, with German silver bastion and buckhorn handle—the finest and most durable knife on the market—with the purchase of TWO (2) GROSS 5-ct size X-RAY or ONE (1) GROSS 10-ct. SIZE.

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
1920 Sacramento St., San Francisco, Cal.
50 Clay Street, San Francisco, Cal.



"Delighted"

[illegible] 15, 1906

W. A. HAWLEY.
San Francisco, Cal.

Dear Sir:—

Our register arrived O. K. We are very much pleased with it. Our customers take to it like a duck to water.

[illegible] purchased one when we first saw the advertisement in the Retail Grocers' Advocate.

Pointer No. 1—IT'S NOT FOR SALE.

No. 2 Ditto. No. 3 Likewise.

Yours truly,
BOOTH BROS.

Wm. A. HAWLEY, Pacific Coast Agent.
1212 Gough St., San Francisco.

DEAR SIR:—Please send your Catalogue and Sample Pad of your famous Multiplex Duplicating sales slips free, and oblige.

Name .....

Street .....Town .....

(Grocer's Adv.) State .....

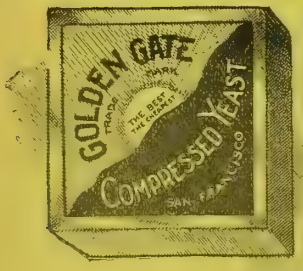
M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compound Yeast Co.

THIS SPACE

IS

RESERVED FOR

SCHILLING'S BEST

INDEX TO ADVERTISERS

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb, 50 Clay St.
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita.
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros., Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COFFEE, TEA, ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 213.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 26 Steuart St.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parrell's Safe Co., 5-7 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duffie, Agt., 1182 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Los Angeles Soap Co., 201-203 Front
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 2975 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., reresentative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 274.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wiedman, Lutgen & Co., Everett and Harrison Aves., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

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SOME REASONS WHY

YOU SHOULD JOIN

THE

California Retail Grocers and Merchants Association

FIRST—To assist in securing better laws.

SECOND—To prevent the passage of unfavorable laws.

THIRD—To prevent the repeal of favorable laws now on our statute books.

FOURTH—To prevent wholesalers frof retailing.

FIFTH—To perfect a collection and credit rating system.

SIXTH—To assist in securing better profits by having manufactureres establish retail prices.

SEVENTH—To assist the National Association in securing National reforms, such as making government employes pay their bills, working against the parcels post, etc.

EIGHTH—To secure the co-operation of the other grocers of the State in abating any abuses that may effect YOU.

WE NEED YOUR HELP

California Retail Grocers' and Merchants' Association

FRANK B. CONNOLLY, Secretary

1714 Webster Street, - - - - - San Francisco.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., OCT. 19, 1906, VOL. 11. NO. 41.

THE
RETAIL GROCERS ADVOCATE

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AARON H. POWERS,
Editor and Manager

TEMPORARY OFFICE
San Francisco—1714 Webster Street.
Phone: West 3067

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POINTS TO WATCH.

Rice—

Recent storms have caused much damage through the south. The market is very strong.

Prunes—

European buyers are in the market for supplies and prices are going up.

Lima Beans—

The bulk of the crop is in strong hands that expect higher prices.

Pacific Codfish—

Large supplies and a scrap are keeping prices down to about the actual cost of production.

Canned Tomatoes—

The crop is short in California and very short in the East.

Canned Salmon—

An advance in Red Alaska is predicted, owing to scarcity and strong demand.

Fish—

Herring, mackerel and Eastern codfish are all very firm.

ANOTHER "CARNATION" PLANT.

The Pacific Coast Milk Condensing Co. is building a condenser in Mt. Vernon, Wash. The company now has condensers at Chehalis, Kent and Forest Grove.

FLOUR PROFITS.

ALL MILLS NOTIFY THE TRADE OF RETAIL SELLING PRICES

RESULTS OF LONG CAMPAIGN.

Millers and Dealers Profit By Conditions Brought About by Retail Grocers. .. ..

Letters from all the mills of San Francisco announcing that they had fixed a retail selling price on their flour, were read by Secretary Connolly at the meeting of the Associated Retail Grocers on Tuesday evening.

This represented the formal closing of a campaign begun two years ago, although practically, the fairness and desirability of the grocers demands had been conceded long before.

The change from 5c and 7½c per sack on flour to 20c and 25c is due almost entirely to the continuous effort of Mr. Connolly and the **Grocers' Advocate.**

In the beginning the grocers asked for a 15c per sack margin on flour.

Certain of the mills laughed at the idea of such a thing. They insisted that the grocers couldn't get a profit on flour and that, even if they could, they didn't want it.

A certain clique of retail grocers, headed by Jake Salomon and F. Kreuger fought the idea continuously. They held back the organization then existing from active work and supplied the mills that opposed the plan with the excuse that the grocers were not a unit in demanding protection on flour.

This became so galling, that Frank B. Connolly gave up three months of his time to organizing a "Committee of 100" which was finally merged into the Associated Retail Grocers of San Francisco.

One Mill Always Helped.

From the very first, the Globe Grain and Milling Co. loaned its strength to upholding the policy of maintaining a fair retail selling price.

The grocers of Oakland, Alameda and Berkeley were almost a unit in making the Globe flours their principal brands. Many leading San Francisco grocers also threw their trade to the Globe Mills. By so doing, they secured a profit and escaped an undesirable competition.

The Globe Mills tell of their opinion of the policy asked by the grocers as follows:

San Francisco, Sept. 20, 1906.
To the Trade:

On October 1st, we will have completed our second year as to the sale of high grade flour in the city of San Francisco.

During this entire period, we have steadfastly maintained our original position that the **grocer was entitled to a reasonable compensation for handling our product,** even though a little

The results obtained from following this method have **been so satisfactory to both the grocer and ourselves,** that now upon the beginning of the third year of our existence here we desire to reaffirm our belief in the soundness of the theory of the manufacturer **fixing the retail price** on his product as a **protection to both the dealer and himself.**

Notwithstanding the general change in conditions resulting in a material increase in prices of the various commodities relating to the cost of living we have not increased the price of our products to either the retailer or the consumer, the latter still paying for our "A" flour $1.15 per cwt., by the $1.30 and for Silver Star, $1.— per sack of 49 pounds.

We find it necessary, however by reason of the increase in cost of manufacturing, we are informed upon the increase of wages paid to all grades of labor October 1st, to make a small charge for drayage to the dealer to partially cover the increased expense to us. This will, however, still leave the dealer the most liberal margin of profit ever enjoyed by the trade in San Francisco.

Thanking you for your patronage and support in the past we remain

Yours for flying [illegible]

THE GLOBE GRAIN & MILLING CO.

The Del Monte Milling Co. were in sympathy with the movement of the grocers from the start. They protected only their meals at first, however. Their attitude is explained in the following letter.

San Francisco, Cal., Sept. 20, 1906.
To the Wholesale and Retail Grocers of San Francisco:

Gentlemen: The delivery of [illegible] present condition in San Francisco has become such a [illegible] or expense that it becomes impossible necessary to either raise the price of our goods or else add a small charge for delivery. Believing that the latter will please the trade better than the former, we beg to advise you that commencing on the first of October [illegible] additional charges for delivery will be made.

At the same time we take pleasure in advising you that next week we will be in position to furnish the trade with our well known brands of Flour, as we

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Beo. B. Doyle
1st Vice-Pres. - - J. S. Irvine
2nd Vice-Pres. - - J. W. King
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, Jos. A. Stulz
P. A. Buckley, Gus. F. Lehrke
B. A. Schmidt
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Association for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. **Phone West 3067**

have secured a mill of the latest pattern, only put up a year ago, and will run same until our new mills have been rebuilt, not at the former site, Second and Brannan Streets, but at our present location, Lombard and Montgomery Streets, where we will have the facilities of spur track connecting us through the belt line with all the different railroad lines entering San Francisco.

The prices on these brands of Flour, as soon as we have them to offer, which will probably be commencing next week, will be as follows:

Trade Mark Brand.....$4.50
Del Monte or Peacock.... 4.40
Mission Flour..... 4.20
Caledonian Flour..... 4.00

ALL NET CASH

The price at which these different brands are to be sold by the retail grocer to the consumer are as follows:

Trade Mark Brand..$1.40 per sack
Del Monte or Peacock. 1.30 per sack
Mission Flour..... 1.20 per sack
Caledonian Flour..... 1.15 per sack

Thanking you for all your past favors, and soliciting further ones, which will have our best attention, we are Yours respectfully,

DEL MONTE MILLING CO.

The Port Costa Milling Co. did much to help bring about a general understanding between the mills and the grocers. Their letter to the trade is as follows:

San Francisco, Cal., Sept. 29, 1906

Gentlemen: We announce our permanent location at 210 Battery Street, (cor. Halleck) where in addition to our office we have established a warehouse in which we are carrying a full line of FLOUR, CEREALS AND FEED.

On account of the unusual conditions now existing in San Francisco a drayage charge will be added, commencing October 1st, on all delfveries of Flour, Cereals and Feed.

We desire to call your attention to the following selling prices of our various brands of Flour.

Port Costa Family..$1.30 per sack
Starr's Choice Extra. 1.20 per sack
Mayflower ..... 1.15 per sack

Yours respectfully,

PORT COSTA MILLING CO.

The Stockton Milling Co. express their desires for mutual protection as follows:

San Francisco, April 17, 1906

To the Trade:

We have uniformly based the conduct of our business with a view to identify our interests in handling of flour with those of our patrons and friends of the Crown Mills. When differences arose we have consistently endeavored to adjust such in a spirit of fairness and to promote cordiality in the full consideration of the circumstances as developed.

We have concluded that it will be for the benefit of the trade that a minimum retail price be established in the sale of our brands of flour.

We hope that this course will prove agreeable and in the end profitable.

We quote as follows:

Crown Flour .....$1.30 per ¼ sack
Triumph ..... 1.20 per ¼ sack
Bear ..... 1.20 per ¼ sack

We remain,

Very respectfully,

STOCKTON MILLING CO.

The Sperry Milling Co. announced their desire to help their customers secure a proper profit in the following letter.

San Francisco, Oct. 5, 1906.

To the Trade: It is now **several months since we adopted a uniform price** at which our different brands of flour should be retailed, although there has been no change, we wish to advise you of the following schedule:

Horace Davis Roller..$1.45 per sack
Sperry ..... 1.30 per sack
Drifted Snow..... 1.20 per sack
Golden Gate..... 1.30 per sack
Royal ..... 1.25 per sack
Eagle ..... 1.20 per sack

Owing to the unsual conditions prevailing in San Francisco at the present time, a nominal charge for drayage will be added to the regular schedule of prices on flour, cereals and feed, to take effect at once.

Thanking you for past favors, we remain Yours truly,

SPERRY FLOUR CO.

Are you doing anything towards getting the editor of your local paper to help in the fight against parcels post? He can render the cause great assistance and not injure his paper in the least. If the merchants, through their associations, as well as individually, would go to work on their local papers, they could be the means of properly educating the public along these lines and in the end accomplish a world of good. Begin in time. Don't wait till it becomes a law.

ROBBINS ALMOST READY.

H. R. Robbins will have his mush plant at 159-161 Tehama street, near 6th, in active operation by November 1st. Mr. Robbins is well and favorably known by the grocery trade, through whom he placed "Twin Rose Mush" as one of the big sellers of the Coast. This brand is now out of his control. He will devote himself particularly, to the introduction of "Creamery" Breakfast Mush and "Rolco", a rolled wheat in 5-lb packages.

The amount of money a merchant may save in a year by discounting his bills, varies, of course, with the volume of his business. The amount a storekeeper may lose in a year likewise depends on the extent of his trade and to what degree he takes advantage of his opportunities to discount bills.

MAPLEINE
A
STAPLE ARTICLE



It has won a reputation on merit.

It does not interfere with maple syrup sales, as the difference in price in producing the syrup commends it to a class who do not buy maple syrup.

Mapline is a profitable addition to the stock of any grocer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA.

Corona—Mr. Geo. L. Ferguson will remove his grocery store to the First National Bank building on the first of the month.

Hollister—The Gury Bros. have purchased Stevens & Harrison's grocery.

Los Angeles—S. Schwam has purchased the grocery formerly owned by S. A. Graham.

Los Angeles—L. F. Crandell has purchased the business of L. H. Sloan at 3801 Wesley avenue.

Los Angeles—B. N. Kemp & Co, 1402 Central avenue grocers have sold their business to Mrs. J. Norton.

Los Angeles—C. E. Pendell, 110 No. Daily street has sold his grocery store to Charles Southwick.

Los Angeles—T. J. More at 2717 West Pico street has sold out to D. T. Moody.

Los Angeles—D. Atkinson, 1644 W. Jefferson street has sold his business to W. H. Hewitt.

Los Angeles—The Painter Grocery Co., 3529 South Park Avenue has sold out to E. J. Cotino.

Los Angeles—F. W. Crosky, West Jefferson stret has sold his business to J. P. Coper.

Oakland—The grocery store of M. Cleary, at 355 Twelfth street, was entered by burglars and robbed. The thieves were expert cracksmen, as they managed to figure out the combination of the safe and opened it and stole its contents, $60. They also took $30 from the till.

Oakland, Oct. 6th — Fire destroyed A. W. deWitt's grocery at Milton and San Pablo Ave. Total loss.

Pasadena—H. G. Chafee, grocer, has bought out the business of E. J. Thompson & Son.

Pomona—W. H. Poston & Co. will soon have an automobile delivery wagon. This will be the first vehicle of the kind in Pomona, but they have met with marked success in many of the larger cities. The new vehicle will effect a marked saving in time of delivery and will do the work of several delivery teams.

Redwood City—Newman Bros. have purchased Mr. Goodrich's grocery store.

San Diego—G. F. Morse & Company, have sold their grocery to Rench & Son.

Santa Ana—W. H. James has purchased the grocery formerly owned by F. E. Baker.

Santa Ana—The business of S. W. Whisnant has been transferred to the Los Angeles Board of Trade.

OREGON.

Arleta—F. J. Helliwell has started a grocery.

Coburg—Drury & Jarigan have purchased F. R. Sackett's general store.

Condon—Morgan & Stock have advertised their grocery.

Cotage Grove—L. Morse has purchased Z. T. Bowman's general store.

Duke's Valley—J. E. Whistler is putting in a stock of groceries and general merchandise.

Helix—L. H. Bayne has purchased the Cash grocery store.

Jasper—Delp & Sylvester have bought W. B. Scott's general store.

Klamath Falls—Van Rypper Bros. have started a grocery.

Medford—L. F .Taylor has opened a grocery store.

Mist—G. F. Lindgren has sold his general store to the Libel-McCauley Co.

Montavilla—Mr. Sperger is reported buying H. Wingert's grocery.

Oregon City—C. P. Irvine has bought G. L. Wolverton's grocery.

Portland—J. A. Dolan has opened a general store at 1048 Hawthorne ave.

Portland—Mrs. Flynn has opened a grocery in her own building at the corner of Commercial and Failing sts.

Portland—H. C. Davis has bought M. H. Pugh's grocery.

Portland—The Delicacy Trading Co. has advertised its grocery for sale.

Prospect—Winteley Bros. have succeeded S. S. Allan, general merchant.

Portland—J. A. Olsen has opened a general store.

Portland—G. B. Davidson has opened a general store.

Portland — The Grocers' & Merchants' Assn. has incorporated.

Portland—B. A. Bellamy has succeeded Griffith & Bellamy, grocery.

Portland—O. L. Graff has bought Mrs. H. M. Dobbie's grocery store at the corner of Twelfth and Washington street.

Portland—R. Garrison has bought Chas. Porth & Son's grocery.

Portland—J. S. Duncan has started a general store.

Prineville—Wurzweller & Co. have succeeded Wurzweller & Thompson, general store.

Prosper—N. A. Peterson has started a grocery.

Roseburg—G. W. Rapp, grorcer, will erect a fine two-story building immediately. It will be 31 feet in width and 70 feet deep. The store room and upper rooms will be occupied immediately upon completion.

Union— The Lucas Mercantile Co. will succeed H. J. Lucas, grocer.

Yoncalla—W. M. More will start a general store.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

WASHINGTON

Aberdeen—The West & Slade Grocery Co., has increased its capital stock from $60,000 to $100,000.

Astoria—The Foard & Stokes Co. wholesale and retail general store has sold its grocery department to Higgins & Co., and has incorporated as the Foard & Stokes Hardware Co.

Bellingham—H. J. Sternberg has succeeded O. A. Sternberg & Co., grocers.

Centralia—Julius Koch is erecting a new brick building, which will be occupied with a stock of groceries when completed.

Creston—Sumerlin & Syria, grocers dissolved partnership, C. B. Syria continuing.

Creston—W. A. Grant is starting a grocery.

Dayton—The Edwards Hindle Co. has bought T. M. Hanger & Co's general store.

Dayton—Wm. Homesley has purchased the Black grocery.

Edwall—Gill & Co's general store is being closed out by the National Brokerage & Sales Co.

Everson—Lewis Bushby, will enlarge his mercantile department, occupying a new store building.

Ferndale—The Farmers' Merc. Co. has sold out its grocery.

Grandview—Flemming & Work have opened a general store.

Green Lake—Grocers have been suffering from petty marauders and the association has offered a reward of $5 for information that will lead to the conviction of any person destroying property, breaking windows or stealing freight consigned to any of its members.

Kapowsin--The Schuh & Physeck Co. has succeeded Schuh & Physeck, general store.

Montesano—Esmond & Esmond, general merchants, are erecting a large warehouse for the accommodation of increased stocks.

Mt. Vernon—N. B. Johnson & Sons, grocers, have constructed a new warehouse for the storage of flour and feed.

Monitor—Brown Bros. are starting a general store.

Medical Lake—A. C. Jorgensen has succeeded the Enloe-Korte Co., general store.

Nooksack—Fred. Swanson has succeeded the Farmers' Co-operative store

North Yakima—J. O. Orchard has started a grocery.

Odessa — G. W. Finney has completed a large new brick building, which will be occupied by the Odessa Mercantile Co's general store.

Orient—Bernard & Temple's general store was entered by burglars, Oct. 10th; the till was tapped for about $7. An attempt was made to blow open the safe but the miscreants were frightened away without accomplishing the job.

Orient—S. A. Turnley has succeeded Turnley Bros., general merchants.

Reardan—J. Q. Reynolds is reported buying the Reardan Trading Co's general store.

Roosevelt — A. McIntyre has purchased P. J. Slocum's general store.

Rosalia—Turnley & Riggs have started a general store.

Spokane — F. L. McFadden has bought R. D. Pugh's grocery.

Spokane—Ariss Bros. have bought B. C. Phillips' grocery.

Steilacoom—J. F. Fowler has purchased the grocery and hardware stock of the late E. R. Rogers.

Seattle—G. C. Smiles has opened a grocery.

Seattle—Dowaliby & Jordan have bought Thomas Bros. grocery.

Seattle—J. W. White has purchased S. Potts grocery.

Seattle—G. L. Swetteman has succeeded A. L. Rene, grocer at 601 Federal ave.

Sequim—C. F. Seal has commenced construction on a large new store building to accomodate his general merchandise business.

Spokane—G. W. Byers has sold out his grocery.

Spokane—George Hobson has sold out his grocery.

Spokane—A. Silbaugh has purchased J. E. Ashcraft's grocery store.

Spokane—A. M. Highhouse has purchased A. M. Smith's grocery store.

Spokane—J. Nolan has bought I. N. King's interest in King & Merchant's grocery.

Spokane—F. L. McFadden has purchased R. D. Pugh's grocery.

Spokane—Mr. Henry has purchased the grocery formerly owned by Geo. Hobson.

Spokane—The Imperial Trading Co., incorporated by C. D. Chapman, E. P. Potts and E. B. Campbell, has opened a line of groceries, canned fish, etc., at 909 First avenue.

Spokane—Wilcox & Huffman have purchased the grocery store of M. L. McPherson at E1701 Sprague avenue.

Spokane—M. L. McPherson, grocer, reported sold out.

Spokane — A. K. Bishop has purchased G. E. Berg's grocery store.

Spokane—J. Glysic has purchased Landeen & Andeson's grocery store.

Wilbur—Hay & Hay are negotiating to sell out their general store.

Washtucna—F. E. Empey has succeeded Cooper & McKissick, general store.

Tacoma—The Tacoma Co-operative association, incorporated, with a capital stock of $5,000, has opened a grocery store at Eleventh and K streets, with Clarence Hicker as manager.

Tacoma—Chas. Johnson one of the leading stockholders of the Tacoma Grocery Co., has been added to the force of the house.

Tacoma—Rapid progress is now being made in the construction work on the Tacoma Grocery Co.'s new annex building, and it is expected that the structure will be ready...

Tacoma—R. E. Leonard has succeeded E. Leonard & Son.

Tacoma—J. C. Grubb is starting a grocery.

Tacoma—M. A. Bain is starting a grocery.

North Yakima—The Pacific Grocery Co., has opened a store.

Medical Lake—W. H. Wiggs has succeeded F. P. Franch, grocery.

BENDSDORP IN LOS ANGELES.

A branch office has been established at 333 South Los Angeles street in Los Angeles by the manufacturers of Bendsdorp's cocoas and chocolates. Hereafter the entire Pacific Coast will be supplied from this office.

PAINLESS DENTISTRY



If your nerves are sensitive and your teeth are delicate, you should surely come to us for your dental work.

Our methods are almost entirely painless, and the most sensitive person never has any cause for dissatisfaction here.

We employ 10 operators, every man a skilled and experienced dentist, with a superior knowledge of some particular part of dentistry, and you may depend upon it that your work will be as well done as it is possible to do it, and you will not suffer a bit of pain, either.

Painless silver fillings ... $ 50 up
Painless cement fillings ... 1 00 up
Painless gold fillings ... 1 00 up
Painless gold crowns ... 3 00 up
Painless porcelain crowns ... 3 00 up
Painless bridge work per tooth ... 3 00 up
Painless extraction ... 50

Open evenings till 9—Sundays all day

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Too Hot at Sixth and Market

OFFICERS AND DIRECTORS.
RETAIL GROCERS AND MERCHANTS Association of Alameda Co.
President, H. K. Duncan.
Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.
Treasurer, G. A. Russell.
Directors, H. Hauch, A. J. Nor, H. D. Cusnine, G. Hoffman, J. Hopkins.
Secretary, R. D. Holmes.
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

PROBLEMS IN WASHINGTON.

State President Coons Urges Action for the Common Good.

Much valuable matter will be found in the following excerpts from the address delivered before the Washington State Grocers Association at their recent convention by its president, Chas. E. Coon of Port Townsend, who is also Lieutenant-Governor of the State. The address contained much matter of value to the trade of the entire country. The speaker said, in part:

"I am pleased to be able to state that some of the difficulties that were causing several of the local associations considerable trouble and worry last year have been satisfactorily adjusted. One unfortunate result of wide-spread prosperity has been to cause a diminution of interest in association effort. His hardships have decrased a little and the average grocer expects them to keep on decreasing without effort on his part.

"Conditions that surround the retail business never have been and never will be ideal. But by carrying out the mission of the association, we can make conditions a little more favorable and try and raise the business above a mere scramble for an existence.

Roasts Miserly Dealers.

"In all lines of effort there are drones who wish to live off the thrift of the industrious. In no other line of associated effort is the peculiarity more strikingly exemplified than among the grocers. True, there are many noble, generous, self-sacrificing men in the ranks, who have been and are doing all in their power to better conditions for all. It is only reasonable to expect that in time they will tire if they must always bear the burden of time and money to carry on the work.

"The best method to reach the careless, greedy and miserly members of the trade presents a problem that should engage your serious and earnest attention at this meeting.

"Last year in my report I recommend an endorsement of the plan of the manufacturer fixing and maintaining the retail prices on their proprietary brands because it appealed to me as being eminently fair and equitable to all interests. Since that meeting a number of manufacturers have voluntarily set the retail price on their proprietary brands in some of our larger cities.

Smaller Cities Overlooked.

"They have not seen fit to extend the work to the smaller cities and towns of the state. This is probably due to the fact that we have not asked for it. And yet many of us need the benefits as much as do the larger cities.

"I am informed that the experiment has proven quite satisfactory in the large cities and seems destined to work quite a revolution, in time, over past efforts. I am also informed that it has caused some little difficulty, but these difficulties, when measured up against the benefits derived, are trifling and should not discourage the association in its championship of the policy.

"In view of this fact I firmly believe that it should be our steady aim to induce the manufacturers to protect all their proprietary brands by fixing and maintaining the price. Every retail grocer, whether he be located in the largest city or in the small country towns, can further the work by showing a preference for such goods as insure a reasonable and fair profit, and relegating to the warehouse or under the counter such goods as do not.

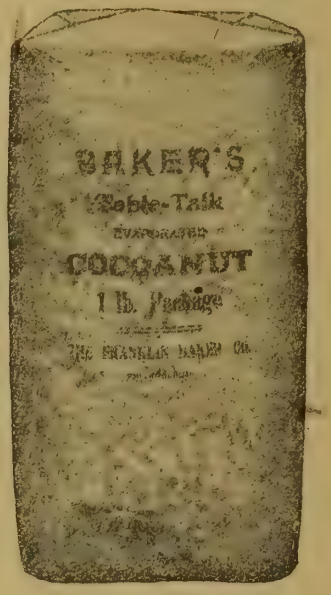
Cutting Hurts All Districts.

"There appears to be an idea with some of the grocers that because the cutting of the price of an article has been made in some other town or city and not in the locality in which they

(Continued on page 24.)

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.
Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. pohn & Co., Agents, 50-52 Clay St., San Francisco.

ASSOCIATION ROSTER

PACIFIC COAST.
Retil Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.

First Vice-President, James S. Irvine.

Second Vice-President, J. W. King.

Treasurer, John F. Schomer.

Secretary, Frank B. Connolly.

Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt.

Acting Secretary, J. J. Cusack.

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

The New Orleans Retail Grocers' association are waging a fight against the selling of groceries at retail in the city market.

A pure food law which will be in conformity with the national law was advocated at recent meeting of the Chicago Grocers' and Butchers' association.

At the last meeting of the New Orleans Retail Grocers' association a committee was appointed to secure a form of Pure Food guaranty which will be a safeguard to the retail grocers of the city.

The grocery and butcher stores of Marion, Ind., have entered into an agreement whereby they will close their stores Tuesdays, Wednesdays, Thursdays and Fridays at 6 o'clock in the evening.

The Meridian, Miss., association has issued its constitution and by-laws in most attractive form. The book is bound in leather, is splendidly printed on the best of paper and contains many attractive advertisements.

Many members of the coming Wisconsin legislature have pledged themselves to oppose any attempt to lower the wage exemption law. The State Retail Grocers' association will put up a strong fight to have the exemption lowered from its present figure.

A recent dispatch from Montreal, Canada, states that representatives of some 50 wholesale dry goods firms met in that city and formed an organization which will aim to secure the establishment and maintenance of uniform prices throughout the trade.

The Wisconsin Retail Grocers and General Merchants' association at its recent convention in Milwaukee adopted resolutions asking the legislature to so amend the state food laws as to make them harmonize with the national food law, especially in the way of making manufacturers only responsible for adulterations of gods put up by them.

Members of the Detroit, Mich., association held a stormy session last week ,the topic of discussion being the laxity of the city authorities in enforcing the city ordinances regarding the sale of groceries in the city markets. Those present severly scored the practice of giving free licenses to peddlers who had nothing to back their petition that they were in hard luck and were entitled to a permit as a matter of charity.

At a recent meeting of the Cleveland (Ohio) Retail Grocers' association a proposition to erect a large hall for the use of the associationn and for revenue was favorably considered. The Cleveland association has adopted the plan of having a talk upon such subjects as figuring profits, advertising, window dressing, etc., at every meeting during the coming winter months, the set address to be followed by a general discussion of the subject. Frequent social meetings with prizes for regular attendants are also under consideration.

NEW FACTORY OPENS.

The new factory of the Golden Gate Cracker Company at Ninth and Cypress street, West Oakland, was formally dedicated at 3 o'clock on Saturday afternoon, when a fine silk flag was hoisted over this new industrial enterprise and cheers given by a large number of business men interested in the vnture who had assmbled for the occasion. Speeches were made by Mayor Mott, the directors, and others. The factory will have a capacity of 150 barrels of flour per day. The structure has a frontage of 105 with a depth of 125 feet, and is two stories in height. The officers and directors of the concern are as follows: H. C. Capwell, C. J. Heeseman, secretary: Max Bacchtel, C. W. Booth, C. R Smith, president and general manager, and the Security Bank and Trust Company ,treasurer.

REDWOOD STILL ACTIVE.

Organized Merchants Working Together For Common Good.

The Merchants' Board of Trade of Redwood City is still pursuing the even tenor of its way in collecting accounts, correcting trade abuses and advancing the interests of the whole community by engaging in promotion work.

The Board has become a well recognized factor in the public life of the town and by its conservative judgment in matters submitted to it has well earned the recognition given it. It is not strange, however, that such is the case, when it is considered that practically every business man and every corporation doing business in town is in the board.

The political campaign which is on in full blast shows a strange condition of affairs so far as the Board is concerned, in that P. P. Chamberlain, its president, and the largest merchant in the community, is candidate for county treasurer on the Republican ticket, which office he has filled for years, and F. H. Thorpe, secretary and attorney of the Board, is chairman of the Democratic County Commitee.| They are warm friends and broad enough in their views not to allow their varied political ideas in any way to interfere with their respective duties or the harmony of the board.

Personal Notes.

C. M. Uhlenberg, one of our grocer members, has taken his family abroad for a year, and his business here has been succeeded to by Newman Bros. of Woodside, who will run stores in both towns. They are likewise members of the Board.

Thos. Tuite, a butcher member from Menlo Park, has bought out O. Kaiser's shop here and will run it in person while still maintaining his routes in Menlo Park.

The continued clear weather has enabled property owners to repair all damage by the quake to the extent that we are ready for the winter rains any time they come upon us.

ANOTHER ROCHDALE STARTS.

Mill Valley, Cal.--A meeting of the promoters of the Rochdale Co-operative Grocery Co. was held recently, when a permanent organization was were sent to Sacramento. Directors: C. E. Stocker, F. E. Lockwood, L. Spring, et al. A site for the new store will be determined upon, when papers are received from Sacramento. The organization intends to buy its stock from the wholesale Rochdale store in San Francisco.

INVITE OTHERS IN.

A retail grocery association was organized here last Monday evening. Geo. O. Cobb was elected president and Chas. J. Poppe secretary. A general invitation to all grocers in the valley is extended to join.—Expositor," Sonoma.

TOBACCO

The retail business of Ralph Jacobson, formerly on East street, but now at 8th and Market streets, has taken a jump during the last ten days. The Central Theatre nearby has secured the services of Kolb and Dill, the popular comedians, and now this section of Market street presents its old time gay night scenes.

J. S. Parry is expanding his interests in a way that is making other dealers open their eyes. The new store on Post and Fillmore streets is passing all expectations. This gives Mr. Parry four stores all of them in important business centers.

The Mart, formerly located on Market street, has been reopened on Fillmore street near Golden Gate avenue by M. Wolf, and some elegant displays of cigars have graced the show windows this week. The location is one of the most advantageous in San Francisco, and no doubt Mr. Wolf will enjoy a heavy trade.

F. T. Wheeler has secured a renewal of the lease on the site of his former store at the corner of Fillmore and Turk streets, and will soon occupy a new building.

Arthus Meyer, agent for Bustillo Bros. & Diaz, is absent on a trip through Washington and Oregon.

The Jackson and East street store of Knumb & Mierson will be opened in a few days. The establishment at Market and Stockton streets is proving to be a mint for the owners, and they believe that they have one of the best locations as well as one of the most advantageous leases in San Francisco.

M. A. Gunst & Co. are now enjoying the biggest business in the history of the firm. For many of their leading brands they sent no orders to the factories, but have standing orders their to send all the goods possible. On the Henry George cigar they are allowing a special deal of 100 General Arthur conchas free with every 1,000. Over 600,000 Van Dykes were delivered last month, and could the goods have been secured these figures would exceed 1,000,000.

William Karr is enjoying a good retail business at his stand at Eddy and Webster strets and could get quite a jobbing trade were it possible to secure the goods.

The Johnson-Locke Mercantile Co. is enjoying a good business again in its cigar and tobacco department. Mr. Muller, who has charge of this end of the business, is now in Los Angeles on a business trip, but is expected back again about the end of the week.

Michalitschke Bros. & Co. are to soon do some building at their property on Golden Gate avenue and will then have a more suitable building for their store. They expect to stay there for two or three years, as the retail district will be in this part of town at least that long.

Sam Bibo & Co. formerly of Battery street near California, have opened again at 1213 Sutter street and are now ready to distribute the goods of the Waldorf-Astoria Cigar Co. for which they are the Pacific Coast agents.

IDAHO.

Green Creek—A. J. Hoffman has succeeded E. W. Drees general merchant.

Colburn—C.. B. Boote has succeeded to the business of the Colburn Mercantile Co.

Mackay—J. F. Hendricks, general merchant, has sold his grocery stock to F. A. Stacy.

Coeur d'Alene—M. D. Wright reported will succeed Wright & Kinne, general merchants.

Fishaven—Nelson & Findlay, general merchants, have dissolved J. L. Findlay continuing.

Ellisport—Donovan, Hopka & Ninneman, general merchants, started a branch at Ellisport.

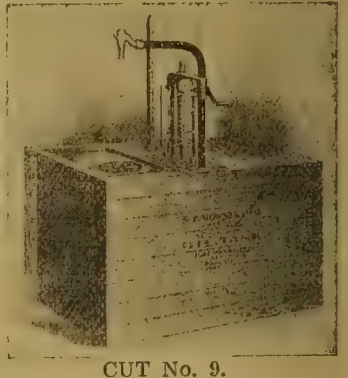
Orofino—A recent fire caused the following losses: Jacob Moritz' general store and L. Stannus general store.

Fishaven—J. L. Findly has succeeded Nelson & Findly, general store.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

? If the insurance company wanted a picture of your store, would you include your oil room?

You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold today.



CUT No. 9.
FIRST FLOOR OUTFIT
WITH ALL METAL TANK

300,000 now in use.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

Send for Catalog BB.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2-lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B. (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B. (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry.—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted, Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, $30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.25
Purity (Chas.P.Grogan) Gallon	2.50

Phoenix List.

Phoenix, 100-lb. sack	$2.60
Phoenix, 50-lb. sack	1.30
Phoenix, 25-lb. sack	.70
Phoenix, 10-lb sack	.30

This gives a profit of 20 cents per sack on 50-lb. sacks.

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio	10c, 3 for 25c

SECRETS OF BUYING.

What Makes the Difference Between Success and Failure.

The aim of good buying is

1. To select goods that will sell at a profit.
2. To buy them at right prices, and
3. To buy of each item neither more nor less than one's trade requires.

Getting goods at low prices is not even half of good buying. Many a sharp bargainer has bought himself into bankruptcy.

Goods that will not sell in your store at a profit are not well bought, although you own them at jobber's cost.

If to get a low price you are forced to overstock yourself, no saving makes it a good purchase.

The only short cut to good buying we know is the habit of comparison.

To give ear to every salesman or catalogue that comes to you, and give your heart strings to none.

When in doubt, to order a small lot each from the several competing houses and make the comparison in your own store where the test is final. —Butler Bros., "Drummer."

APPLIANCES THAT SAVE.

We are in receipt of a fine set of illustrations, done in colors, showing the Bowser Cellar, and Outdoor Outfits as plainly as if the real tanks were directly before our eyes.

The Bowser self-measuring oil or gasoline tank is a most convenient fixture. It pumps directly into the customer's can, an accurate gallon, half-galoln or quart at a stroke, without any funnel or measure.

They are substantially made, are warranted for three years, made in any size and shape necessary, guaranteed evaporation-proof, and oil can be drawn from them in the dark without a light.

Successful merchants keep posted on improvements, and our readers will do well to ask S. F. Bowser & Co., Fort Wayne, Ind., for a copy of their new catalogue "B B" even though they do not need a new tank. The information obtained may show a way to handle oils much safer, cleaner and more economical than they are using. Their advertisements appear regularly in this journal.

A. B. C. AT WORK.

Twenty-four Hours Each Day Spent in Building.

Work has begun on a $100,000 factory building for the American Biscuit Company on Broadway, Battery and Vallejo streets, which will be, when completed, one of the largest manufacturing plants on the Coast.

The building will be of reinforced concrete construction, with five stories and a basement. It fronts 275 feet on the west side of Battery street taking in the entire square between Broadway and Vallejo street, and runs back 137 1-2 feet. It will have a total floor space of over 200,000 square feet.

The building occupies the same site as the old plant of the company destroyed by fire, with the addition of the corner lot at Vallejo and Battery streets, which has since been purchased. It will be absolutely fireproof. Aside from the stock, there will be nothing in the building of inflammable character. All of the furniture and fixtures will be almost exclusively of metal.

The construction is being pushed with all possible speed, work being carried on twenty-four hours a day on the excavation work for the foundations.

At night the scene is a fascinating one. Being situated on the solid rock base of Telegraph hill, the material excavated is immediately put through big rock crushers and will be used as a base for the concrete to be used in the building. The thud of the steam drills and rattle of hoisting engines and crushers makes the place resemble a quarry.

The building will be practically the first permanent structure to be built in that part of the burned district.

"BIG BILL" TERRY HERE.

The offices of the John D. Spreckels Co. have been illuminated this week by the benign countenance of "Big Bill" Terry, whose friends in Frisco are limited only by the number of men who know him. Mr. Terry is actively advancing the interests of the Chas. E. Hires Co. and will spend some time on the Coast supervising the work of a numerous staff of salesmen who are placing the Hires Root Beer stands with the various soda water stands, etc.

Mr. Chas. E. Hires is also on the Coast. His trip is one of pleasure however.



An Auto? No!

Peanut and Popcorn Seller. Catalog shows cuts $40 to $550.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Try a little **real** hustling.

Profit is the paramount issue.

No man is ever great by imitation.

Are the deadbeats still beating you?

Push the goods that bring you profit.

The farmers have bundles of money now.

The "coin" is what you're storekeeping for.

You are not working fifteen hours a day for fun.

Collections are largely a matter of the collector.

There's money to be made in discounting your bills.

Demand a fair price; get full value for everything you sell.

By saving on discounts you add just so much to your profits.

Many Maryland tomato packers are making short deliveries.

What you would not do for kindness, you ought not to do for money.

Take your discount whenever you can. Always **TRY** to take it.

Further damage to the Smyrna fig crop by rain is reported by cable.

Are you doing your part towards keeping the association pot boiling ?

If others followed your example, would association work be a success or failure ?

Knowledge will always predominate over ignorance, as man governs the other animals.

Prices of all cocoa preparations are advancing as a result of the higher cost of raw material.

It is much better to sell many things at a moderate profit than one or two articles at a large gain.

It won't be long till the convening of the National Convention. Are you arranging to attend ?

The tomato syndicate that has suffered a decline in prices may yet have an opportunity to recover.

When you sit down to write an advertisement, just remember to advertise the **seasonable** goods.

Be able to tell your customers the reasons for the difference in the prices of articles of the same kind.

Hustle hard for an increase in your business. It's necessary to progress in order to keep from going backward.

The crop prospects, taking the country over, are very fine. The merchants should make money this fall and winter.

The situation prompts us to advise the retailer to buy canned fruit now. It looks very much like a good purchase.

The shipment of new crop dates coming by way of Hamburg to New York is made due to arrive on November 1st.

Iowa corn is said to be obtained at 47½c f. o. b. factory, provided buyers take one half new and the balance 1905 packing.

Store loafers buy little, and are poor pay, as a rule. The better class of customers avoids the store filled with loungers.

Advices from Scotland state that the supply of large full herring is about exhausted and that prices are decidedly higher.

The catch of Norway mackerel so far has been fair but prices are high owing to the competition for fresh fish among curers.

Letters from France say that shippers do not care to accept further orders for walnuts owing to the poor crop prospects.

The proper display of food products is certainly a great stimulus to sales. Glass cases are often worth their full weight in gold.

Push your collections, just as if you needed the money and would find yourself in an awfully tight hole if you didn't collect it.

There is a difference in the manner of handling of men and women customers, and the successful salesman will not be long in learning it.

Dried peaches are offered sparingly. There is said to be nothing obtainable now below 10c for choice Muirs up to 12½ for fancy f. o. b.

There is so much discoutent in the world, that scarce any man has leisure

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

from his own to estimate the comparative discontent of others.

The great storms on the gulf coast of last week, are said to have covered many of the oyster beds deep in sand and to have destroyed many of them.

Late advices say that the prune crops of Bosnia and Servia are turning out short, but that a good yield is promised by the orchards of France.

Malaga cables in response to inquiries from this side say that shippers of raisins are unwilling to name prices owing to continued bad weather.

Keep your eye peeled for the leaks. They are expensive, very. A little leak can let out a lot of valuable stuff in a surprisingly short time. Plug them up.

Late estimates of the California prune crop make it 135,000,000 to 140,000,000 pounds, against 185,000,000 to 200,000,000 expected early in the season.

Canned peas, string and lima beans, canned peaches, apricots and several other items of fruit are almost certain to advance further before the next pack.

The apple crop in eastern Canada, is much below the average this season, due to the dry weather of the summer, to frequent hailstorms and to insect pests.

Some estimates of the pack of pink and chum salmon place it at 500,000 cases, which have all been absorbed by consuming markets, with more wanted.

You may rest assured that the independent trade paper carries no advertisements of firms which are not up-to-date, square and first-class in every respect.

New York tomato packers are cutting down their deliveries in fancy quality of tomatoes from 40 per cent to 50 per cent on gallons and on smaller sizes.

These are quality days. Days when the trade demands a little better goods and is willing to pay a little better prices. Try and obtain a reputation for quality.

The deadbeat will take fright of he is properly gone after, just as if the retailer wasn't a bit afraid of him and meant to simply MAKE him square that old account.

One Maine packer has notified his brokers that his deliveries of corn would be 75 per cent. Other Maine packers, it is understood, will deliver 70 to 80 per cent.

Scotch oats is being taken off the market. No more is made at the factory. In its place the American Cereal company is offering Scotch-Quaker oats, a new product.

This is the time of year when the farmer finds that he is in need of one or more new lanterns, some lamp-wick etc., and several other things necessary when the days have grown short.

The foreign walnut crop of 1906 is not likely to turn out as good quality as that of last year and that with unfavorable weather in France there will be delays in shipping and in arrivals here.

A considerable short interest is said to exist in the new crop Sultana raisins on the other side, which, in conjunction with the light crop, is responsible for a further rise in prices there.

People well informed as to the pecan crop in Texas say that pecans this year promise to be the best in a number of years. The continued rainy weather has had a tendency to make the trees produce well.

The low prices recently prevailing in England have resulted in a large increase in the consumption of canned apricots and it is expected that the market will be bare before new goods arrive by sailing vessel.

[illegible]

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION
. . CREAM . .

AND BE

"The Modern Milkman"

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

ATTENTION WINS OUT.

Story of How a Village Merchant Lost a Possible Customer.

Attending strictly to business wins tens times where brilliancy or loud advertising comes in once.

The ordinary village merchant does not keep his store looking in apple-pie order. On the contrary, he attends more to the gossip of his neighbors, and perhaps lends a word occasionally to help the general society function along, rather than looks after the appearance of his salesroom.

Clerks are inattentive. Where you find one smiling, polite clerk in a village store ready and pleased to show you goods, you will find a dozen the other way.

Why is it ?

J. M. Merrill, tells in the "Michigan Tradesman" of how a customer entered a village store and passed down to the grocery counter. Although the owner and his son, the latter a clerk in the place, were both present, neither paid the slightest heed to the waiting caller.

A young lady present was dealing out a bit of neighborhood gossip and both father and son seemed entirely taken up with what she was saying.

Discourteous Lack of Attention.

Now this caller was not a regular customer of the store in question. He had failed to find a desired article in the place where he usually did his trading, and had come here in search of the same. He, of course, could not help noticing the inattention of the proprietor and his clerk.

The gentleman asked for the article he sought.

"Yes, we have it."

This from the clerk, who never once glanced toward the enquirer.

"What is the price ?"

"Fifty cents."

All this time no move was made to take down the article, a well known brand of baking powder. The clerk continued to look at the young woman while the father continued in conversation with her.

"I will take half a pound."

Reaching behind him on a shelf, the clerk fetched forth the desired article and slapped it down on the counter. At the same time he laughed heartily at something the gossipy caller said.

"That was corker, sure!" cried the younger man.

Forgot His Customer.

All his attention was focused on the yarn-spinning young woman. Up to this time not a glance had been given the customer, who had laid down a dollar and waited for his change.

"Well, now, you must have enjoyed it, Miss Jones," and the clerk nearly cracked his throat laughing.

"I did immensely, I can tell you And, Mr. Borax, it has spread all over town. The young fellow feels cheap enough by now."

"I should thing he would."

"I'd have him arrested," declared the proprietor.

All this was Greek to our waiting customer, who was in something of a hurry, since his wife was waiting for him with horse and buggy on the corner.

"Change, please," he finally said.

The clerk pulled out the drawer, dropped the dollar and fished out two quarters and tossed them to the waiting customer. The drawer was slammed shut and the clerk turned all his attention to Miss Jones, who was retailing a bit of scandal without one thought of making a purchase.

Invites a Dispute.

"I gave you a dollar, sir," protested the customer.

"Er, is that so ? I am sure it was a half."

This was the first time the clerk had noticed the customer in the least.

"It was a dollar, sir."

In any event the clerk had made the wrong change. He fumbled again with the drawer, this time making the right change. Not a word of apology was offered for the delay, nor did either the proprietor or clerk offer to do up the purchase. Picking up the can, Mr. Brown left the place, feeling rather relieved than otherwise to get away with his right change.

"And that," said he, as he walked along, "is one of the leading stores in this town. I don't think I shall patronize it again very soon."

He told his wife about the incident and she laughed a little.

"After all, it's nothing to laugh over," said she, suddenly sobering. "Those people do not deserve any custom; its a wonder to me that anybody patronizes them."

Loses Future Business.

"Well nobody ought to, that's certain. I wanted to tell that young jackanas a thing or two, but held my tongue. Of course, I don't have to trade there, and shall not trouble them again soon."

Is it any wonder that such men fail in business ?

Here was an opportunity to make a good impression, perhaps to gain a permanent customer.

The slipshod methods and the careless manners of those who cater to trade is a poser to an ordinary citizen, and would doubtless puzzle the wisest man or woman in the world.

HOLIDAY TRADE.

This is the time of the year to begin to get ready for the holiday trade.

The outlook this year is for a heavy holiday trade. It would be wise to size up the situation in your town and lay your plans accordingly.

The store with the most complete assortment of holiday goods will get the bulk of the business, provided they are up-to-date and the business is well pushed by advertising.

50 YEARS
OF
UNPRECEDENTED
POPULARITY



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

SPECIAL OFFER EXTENDED.

From all over the Coast, R. A. Holcombe & Co. have been receiving orders from grocers who have found that X-Ray stove polish pleases their trade. Knowing they can sell the goods—which cannot spoil—they are sending in their orders with requests for the free bags and the Wostenholm knife outlined on the first page of the cover.

The bags and knives to be given as premiums have been delayed in transit. Pending their arrival, R. A. Holcombe & Co. have been allowed to extend their special offer until November 15th. This will give numerous grocers who are handlers of X-Ray Stove Polish a chance to secure this reward for their friendship.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, Oct. 17—Raws remain steady at 1c for 96 deg. centrifugals.

New York, N. Y., Oct. 11.—Willett & Gray report:

"Raws have remained unchanged during the week, while refined has advanced 20c. The insurgents in Cuba, as a general thing, gave up their arms and returned to their homes, at the There remains some uncertainty. The market will not be wholly settled until it is known that the insurgents are really working again on the plantations. Louisiana Cane sugar is unsatisfactory, and quite limited in quantity. Mail advice from the Philippine Islands reports that the new Iloilo sugar crop promises to yield 25,000 tons more than the last crop."

TEAS.

New York, Oct. 10.—J. B. Brown & Co. reports:

"North China Congous--At the prices ruling in China, the lowest Congou which can be landed in America will average 11c lb. net. We should quote the market as having advanced at least tael 1 since our last report.

Wenchows and Local Packs—Prices continue firm. The crop is expected to be somewhat smaller than during 1905.

Country Green Teas.— Native tea men predict a shortage of rom 10 to 15 per cent from last year's exports and holders views are firm.

Hysons—Owing to the political disturbances in Russia during July buyers refuse to purchase for Batoum and in consequence during the early part of August a decline was noticed in fine Hysons from Taels 4 to Taels 6 and Fongmees and Chunmees were in consequence lower in sympathy with the poorer grades. Sowmees with good point have continued strong throughout the whole season and the demand is fair. During the latter part of August the market at Shanghai declined again from Taels 2 to Taels 3 and this low value attracted buyers and a steady business has been transacted since that time and prices gradually becoming firmer and should note the market as advanced Tael 1 from the lowest point.

COFFEE.

New York, N. Y. Oct. 11.—Willett & Gray report:

"The past week was marked by some long liquidations on the part of weak holders. Considering the rapid movement of the current crop, prices have held their own remarkably well. Unfounded and absurd reports of the current crop continue to be circulated. A very important point this year, is the rapidity with which the Brazil plantations can get their crops to market. Districts which three years ago were not able to move their crops until January or February have already put their coffee into circulation. Receipts will be much less very soon and as the Sao Paulo government is purchasing coffee in the open markets right along, the market will be greatly strengthened when the shorts and the legitimate trade are competing for supplies."

New York, Oct. 5.—M. J. Brandenstein & Co. report:

"Receipts in Rio and Santos still continue very heavy, total receipts to date being 5,818,000 bags as against 4,231,000 bags last year at same date.

[illegible]

RICE.

M. Phillips & Co. [illegible]:

"The [illegible] advanced prices. All offerings, [illegible] for any offerings bel[illegible]

"The markets in New Orleans, [illegible]

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

York and Chicago are practically bare of all stock, which accounts for the unusual activity shown at the present time.

"Island Rice looks like very good property to us as compared with Japans and straight run Honduras."

New Orleans, La., Oct. 5.—S. Locke Breaux reports:

"Outside values are being obtained for practically everything offered. Owing to the inclement weather, the mills have only run from hand to mouth. The situation was aggrevated this past week by a very severe equinoctal storm. The Arkansas rice district suffered more severely than any other section."

PRUNES.

Colusa, Cal, Oct. 4.—While there is a large crop of prunes this season, packers have been able to get only about one-third the help necessary to operate the "plants".

San Jose, Sept. 30.—European buyers are in this market asking for from 30 to 75 million pounds of dried prunes. This fact has made the market firm and forced up the price. While prunes were being sold from 2 to 2¼c per lb three weeks ago, they are now being held by the growers although 2½c is offered. Wholesale firms of France, Germany and Sweden are also in the market for prunes. The indications are that the demand will raise the price over last years market at 3¼ per cent. Owing to the lack of boxes with which to pack the fruit, growers have lost considerable of their crop."

EVAPORATED APPLES

New York, Oct. 2—Delmarle Bros. report:

"The market continues unchanged. Holders are reluctant to accept offers at prevailing prices. The price generally asked is 6c for Oct. and Nov. deliveries. Buyers are bidding 5¾c. There have been a few sales made at 5 7-8c."

CURRANTS.

New York, Oct. 9.—The Greek Current Co. reports:

"The market will probably continue its firmness. The reaction was only about 1 s. The market immediately recovered the first of this month, and has gradually reached its previous high level. We are advised that England is buying heavily."

PECANS.

Dewitt, Ga., Oct. 6—H. C. White of the J. M. Bacon Pecan Co. reports:

"The pecan crop in this section is good. Some alarming reports have reached us from Lousiana. We fear the crops of the Gulf region have been severly injured by the great storms."

LIMA BEANS.

Los Angeles, Cal., Oct. 12.—Holmes & Stockard Co. report:

"We have a big crop of Limas in sight—probably not less than 800,000 bags. While harvesting weather to date has been fine the handling and movement of the beans has been retarded somewhat by scarcity of cars and cars and an efficient corps of cleaners.

"In view of all [illegible] the carry-over stocks [illegible] with the Lima seed of this season, it seemed altogether natural to assume that lower values would inevitably rule and that the "break" ought to come about this time. Such has been our position. But the break is not in sight at this writing! On the contrary, dealers are buying eagerly all available stocks delivered within 30 days at $3.30, average, **net to growers!** So long as shippers continue to "gobble up' everything in sight, as indicated, it is probable that ruling values, or better, will obtain.

"It is well to remember that bean growers, generally, are well fixed fi[illegible]



MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE **Scales**

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales—the only automatic—no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY — WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

many greater experts in that line than a few of these big growers in conjunction with one or two big shippers."

Sacramento, Oct. 10.—Henderson and Laughton report:

"There will be a very large crop of beans in the river district this year, with the exception of a few varieties. Pink beans will be scarce. Prices will run somewhat lower than in former years."

Detroit, Mich. Oct. 6.—Laughey & Carran report:

"The market seems to be a shade firmer, with more buyers than sellers. Price is now $1.40 for Oct. and Nov. The range in that state has been from $1.30 to $1.35."

Albion, N. Y., Oct. 9. — Tilden & Scharping, report:

"I think this country will turn out about as many beans as last year."

Ridgton, Ontario, Oct. 4. — Thos. Steel & Co. report:

"The crop of beans has not turned out as was expected early in the season. There is only about 60 per cent of an average crop. As the acreage this year is somewhat larger than last, the total amount of beans will be about the same as last year."

CANNED FRUITS.

New York, Oct. 3.—Special correspondent of the Trade reports:

"California apricots 2½'s have been wanted all the week. Holders refuse to let their stock go except at full prices. Gallion apples are scarce and hard to get, even at outside quotations. The market for spot gallon apples is easier and lower."

CANNED TOMATOES.

Griffith-Durney Co, report under date of Sept. 21:

From now on keep your eye on tomatoes. It is almost a 'sure shot' that most of the California packers will only make a 75 per cent delivery. Some will not be able to make even a 50 per cent delivery. There are two or three smaller canners who refuse to sell futures at the low opening price, and they are about the only people who will have anything to offer.

"We had a week's hot weather, which has done considerable damage. The reports are that in some sections the crop estimate has been reduced 50 per cent. This hot weather ripens them so rapidly that a great quantity came on the canners when they were not prepared to handle them, with the result that thousands of boxes have been dumped.

"Remember that before this the bulk of tomatoes have been canned in San Francisco, and the facilties for canning this year were greatly curtailed by the total destruction of four canneries during the late fire, two of which were the largest canneries on the coast so that even with a large crop and normal conditions it would be impossible to put up an average pack this year. Therefore, with abnormal conditions and a crop much shorter than anticipated, in conjunction with a limited number of canneries, it is as we have stated before, almost a certainty that prices on tomatoes will be higher. Today there is but one seller in the entire state, and the prices are 80c for 2½ standard tomatoes, and $2.40 for gallon standard tomatoes, f. o. b. San Francisco or Oakland, our option, subject to confirmation."

Aberdeen, M. D., Oct. 6.— Strasbaugh-Silver report:

"There has been almost no reaction in price since the decided advance commenced, three weeks ago. Most country packers have been unable to resist the temptation to accept the present prices. In consequence, nearly all of the smaller packers have disposed of their surplus over requirements to fill future sales, so that it will be impossible to fill orders for buyers of from 5,000 to 10,000 case lots at present. The pack usually lasts seven weeks in August and two in October. This year, the bulk of tomatoes were packed in three weeks. In the past the rock bottom price of standard 3's was 60c per dozen, in glut years when raw tomatoes could be bought for 10c per bushel. It will readily be seen that the present prices are not exorbitant, when the packers pay $1.05 per bushel, and also have to pay higher prices for all can supplies than has been known for several years. Full standard country 3's are selling on the basis of 92½ to 95c.

Baltimore, Md., Oct. 6.—Thos. J. Meehan & Co. report:

"There was less activity in tomatoes this week. Offers from first hands were large. It was necessary to shade the asking price in order to effect sales."

Baltimore, Md., Oct. 5.—M. A. Michael reports:

"The tomato market is a little easier. Standard 3's which were sold from 92½ to 95c. week before last, can be bought for 90c."

Troutville, Va., Oct. 5—C. E. Layman reports:

"The tomato pack in Virginia was not half the usual pack. The packers are charging 90c for standard 3's. I expect the market to grow firmer and look for larger prices in the near future."

Baltimore, Md., Oct. 5.—The "Trade" reports:

"The fine weather is furnishing the Canners with a supply of tomatoes. It is hard to say what difference this will make in the total pack. The California pack, cannot greatly, if at all, affect the market. The California Fruit Canners Association named low prices on tomatoes this year. It is believed that they, and their opponents, loaded up pretty well with orders. If this is the case, they are out of the market, as far as the Eastern sections of the country are concerned. It is evident that Eastern interests have been in the California market trying to pick up some cheap tomatoes. This emphasizes the strength of the market. No 3 standard tomatoes are being quoted at 90 to 95c. This is a slight advance over last week."

CANNED CORN.

Aberdeen, Md., Oct. 6—Strasbough-Silver & Co report:

"Shoe peg variety, fancy grades are especially scarce and being held at top prices; standard grade offered in a small way only; surplus above future sales exceedingly light, with probability of higher prices from month to month. Maine style fancy pure packed grades firmly held without effort of consequence to sell, while saccharine, bleach and starchy products are being pushed with an effort to unload before the Pure Food Law goes into effect."

Baltimore, Md. Oct. 5th.— The "Trade" reports:

"The corn market is dull, owing to the doubts of both packers and job-

Greer's Washing Ammonia

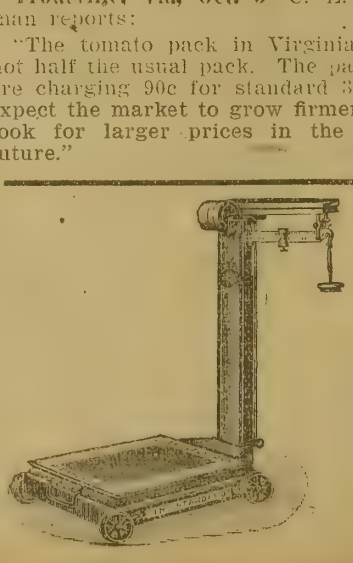
It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

still in the hands of the jobbers and retailers of the country, who stocked with it. Therefore, there is very little inquiry now."

CANNED PEAS.

New York, Oct. 3—The special correspondent of the "Trade" reports:

"The market appears quiet, because holders will not let their stock go at prevailing prices. It is especially difficult to secure better grades. Large orders could be sold, if holders would shade their prices a trifle."

CANNED SALMON.

Seattle, Wash. Oct. 13—The "Trade" reports:

"The run of Silver Sides has been good this week. The Fall pack promises to be satisfactory for the year. The Fraser run has also been good.

"Chinook salmon has brought from 1 to 2c per lb. more this season than ever before on the Columbia River during Fall fishing.

"Pink salmon is on the scarce list. Red Alaska is quiet at 92 1-2 to 95c. The Griffith-Gurney Co. has reported the sale of pinks at 80c."

Salem, Ore., Oct. 7—Complaint has been made to the State Fish Commission, that the salmon industry on the Columbia River is being injured by the steady inroads of power manufacturers."

Seward, Alaska, Oct. 8—The fishing schooner Excelsior, with a cargo of 1,200 barrels of salt salmon, is aground in the Behring Sea, and will be a total wreck."

Astoria, Ore., Oct. 3—According to private advices received by the local packers from San Francisco, the Alaska Packers' Association has withdrawn its pack of Alaska red salmon from the market at the opening prices of 95 cents per dozen, and is holding it for an advanced rate. The association is said to have already disposed of fully three-fourths of its pack, as have nearly all the independent companies.

New York, Oct. 3—The special correspondent of the "Trade" reports:

"A good demand is reported for Columbia river flats with stocks in small compass. Sales have been made at $1.90 here. Red Alaska talls are firm. A fair inquiry is noted for chinook halves and a moderate demand for talls."

San Francisco, Cal., Sept. 20—Griffith-Durney Co. report:

"As we predicted, the very large sales we have made on late pack Sockeye talls compels the packer to advance the price to $1.00, f. o. b. Seattle, but even at this price the goods are cheap, and remember that we can ship them either unlabeled or under a Sockeye label."

The Dalles, Ore., Sept. 25—Seufert Bros. & Co. report:

"Salmon pack on this river is practically over for 1906. Very few fall salmon will be packed and owing to pack being very short all plants are cleaned up for the year closer than ever before this early. Chinook salmon will be practically out of first hands from now on and as deliveries have been very short most packers will have no salmon on hand the coming spring and the trade can prepare itself for $1.10 one-half pound Chinook for early shipments in May and June of 1907. For opening prices on raw fish will rule at 8c the coming spring owing to the short pack of pickle Chinooks in cold storage this year. This grade of salmon for early shipment will also command a high price as the stock packed in 1906 will be entirely exhausted before March 1, 1907. For this reason packers that [illegible] and $1.15 for Fancy will simply be compelled to sell their fish to cold storage plants to keep even."

Seattle, Wash., Sept. 21—Seufert & Co. report:

"The demand for cheap fish is still unprecedented, pink salmon selling as high as the Coast. Sockeye is offering Chums, Red Alaska is still at the top notch, ready to $1.00 at any time. Red Alaska is about the only [illegible] left in any quantity for the trade to run on. Nothing within range of it nearly as cheap.

"Fish is good. The Sockeye are very fine. We sold no more talls at $1.45; Fats are now at $1.60 and very few halves $1.00 to $1.05. Have bought Red Alaska. We advise will cover if not this Fall early in the spring."

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



AMERICAN SARDINES.

New York, Oct. 9—B. O. Bowers report:

"Conditions remain practically the same. Fish continue scarce at factories. There is a marked improvement in the character of all sardines being packed this season by comparison with former years."

New York, Oct. 9—Jed Frye & Co. report:

"It is expected that there will be a general movement to effect an early closing of the sardine factories, largely owing to the irregularity in the catch of fish, and the expense of running the plants under such conditions. This would curtail the packing by a very large percentage. If it is done shortly, as is now talked of, the result will probably be to cause a considerable shortage before the opening of the new season."

CANNED OYSTERS.

Baltimore, M. D., October 5—The "Trade" reports:

"The opening of the oyster season for the Canners is now near. The market shows no inclination to recede from the advance made in Cove Oysters, some time ago. The season will no doubt open at these prices."

FISH.

New York, Oct. 9—Strohmeyer & Arpe Co. report:

Holland Herrings—The price of Holland herrings is very firm. The catch is very small and prices are higher. It does not look as if we shall see lower prices this season.

Scotch Herrings—The fishing in Scotland is over. Stocks of large fulls are virtually exhausted, and other grades are all sold out in first hands. Prices are very firm and higher.

Norway Herrings—Catch is very bad, prices very high and stocks very small.

Irish Mackerel—There is no catch and no desirable fish to be had just now. The fall catch has really not started yet.

Norway Mackerel—Catch is poor. Prices paid to the fishermen are simply exorbitant and prices here are very high. Quality of the last arrivals is fancy in every respect, and in spite of the high prices, the fish is sold as fast as it comes in.

Imported Oil Sardines—France is virtually without fish, and the few remaining sardines in France are now exorbitantly high. Portugal has no catch at present, and Spain has had no fish for several months.

Sprats are scarce as gold. None to be had. Stocks here are virtually cleared and no stocks in Europe. Some sprats are now being caught in France, but they are so small that they would yield about thirty fish to the quarter tin, and, of course, they cannot be packed.

Norway Smoked Sardines—Very scarce, and prices for all the fine brands like the Nansen, King Oscar, Nordstar have been advanced, and are going still higher.

Norway Stockfish—Shipments are now arriving. Quality is very firm, but prices are high and are bound to remain high throughout the season.

MACKEREL.

New York, Oct. 6—Thomas Woodward & Son report:

"It begins to look as though the trade must depend upon the supply of Irish Mackerel and Norway for their requirements, as they have during the past two seasons. While spring Irish Mackerel have been ruling very low, we expect better prices from their late, white, fat Irish mackerel. Norways are ruling at such high prices that they are rather risky. High prices are apt to curtail the demand. The supply of mackerel from all sources is small, and we expect good prices to rule."

EASTERN COD FISH.

Gloucester, Mass., Oct. 5—Gorton-Pew Fisheries Co. report:

"The market is firmer, and the price has been advanced to the fishermen during the past few weeks about 1-2c a lb. on some grades. The prospect is favorable for a further advance before the fishing season ends. Cured codfish have been advanced proportionally by the dealers generally."

PACIFIC CODFISH.

Union Fish Co. reports, under date of October 2:

"Stocks have been materially increased by fresh arrivals from both the Behring Sea and the Okhotsk Sea. The desire of some dealers to realize money, and of all to work off some of the surplus stock, has resulted in exceedingly sharp competition and consequent decline of prices to a figure that leaves no profit whatever to the producer, and probably pays a small loss. There seems no prospect of bettering prices for some time to come. This is exactly the condition for some time to come. This is exactly the condition that we have continuously predicted since May 1st last and due to the entirely unwaranted increase in preparations made for the catch, both from San Francisco and from the various Puget Sound ports. Besides the stocks now here there are four or five large cargoes yet to come, three from the Okhotsk Sea and one and possibly two from the various fishing stations at the Shumagin Islands."

CRANBERRIES.

Boston, Mass., Oct. 6—The New England Grocer reports:

"The Cape Cod cranberry crop will be at least 20 per cent lower than was expected by the growers at their annual meeting in July. Prices will not soar to any great height this year. The shortages are caused by the ravages of the berry worm."

HAY.

Somers & Co. report, under date of October 16th:

"Arrivals of hay during the past week show 3,540 ton in comparison with 3,150. The present demand could easily absorb 4,000 ton of hay per week, so that, with present arrivals, we are working on a hand-to-mouth basis right along. The market has felt the advertisement for 5,500 ton of hay for Manila shipment by the Government. It is generally conceded that the contract will be let in this city. If it is, it will tend to strengthen an already firm market. Owing to the scarcity of strictly choice grade wheat hay, there has been an unusually strong feeling for this particular grade, with the result that prices have advanced somewhat. Some cars have sold for over $19.00. Such figures are exceptional.

Today's quotations are as follows:

Choice wheat hay	$17.00 to 18.50
Good wheat hay	13.00 to 16.00
Other grades same	10.00 to 12.50
Wheat and Oat	10.00 to 15.50
Tame Oat	9.00 to 14.50
Wild Oat	8.00 to 11.50
Stock Hay	6.00 to 8.00
Alfala	7.00 to 10.50
Straw, per bale	.35 to .60

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts. ..... .90
PASTE
1 lb. $3.00
½ lb. 1.75
3 oz. ..... .50
Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON.
Pacific Coast Agt., 2871 16th St., S. F.
For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

GINGER ALE
BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Cash Prices 2 Doz. per case.

PEDDLERS AND COFFEE.

Why The Grocers Lost the Trade in St. Louis.

The peddler controls the retail coffee business of St. Louis says "Eli Grocer." This is admitted by all connected with the coffee trade.

The retailer admits it and feels, as he does so, that the fault lies with the wholesaler. The wholesaler says it is true and also says that the indifference of the retailer has brought it about.

The peddler flourishes and thereby proves eloquently that the assertion is correct.

"A large per cent of the coffee sold in St. Louis is disposed of by peddlers,' said Robert Meyer, president of the Meyers Bros. Coffee and Spice Company, this week. **"Wholesalers** are not anxious to have it that way and would, in fact, **much rather see the sales made by the retailers.** But they have to sell goods or go out of business. If the retailer cannot help in this they must find somebody who can, and so far have found none who brought better results tha nthe man who sells from door to door.

Can Undersell Peddlers.

"It is nonsense to say that coffees cannot be sold over the counter advantageously. Any goods may be sold well if the proper steps to bring them before the people are taken. Especially is this true of coffee. **The grocer could sell coffee 20 per cent cheaper than the peddler** and still make 25 to 30 per cent profit if he were willing to work a little. Diamonds would never sell if they were shut away from public view. Coffee won't sell unless you try to sell it. The peddler controls the retail coffee trade of St. Louis only because he hustles.

Advertise the Coffee.

"The first principle of success is attention to the thing you want to make succeed. If it is coffee then the way to make it go would be to exploit it. **Talk about it to your customers;** give them samples if necessary; have faith in it yourself; tell your clerks to talk up your coffee and the people will do the rest.

"Then, too, it is necessary to **put a good front on your goods.** Coffee like candy or other things good to eat should attractively displayed. Dusty fly-specked coffee cans or sacks soiled and soggy are not conducive to sales. It is necessary to keep your goods loking fresh and free from the signs of shop wear. The Jobber is always willing to loan the grocer the various articles necessary to make a telling show of coffees.

Retailer to Blame.

"I think the retailer is fully to blame. He is simply letting what is his by right pass him by. The peddler is, in a sense, a usurper.

"To begin with **the people had no confidence in him,** and all confidence in the grocer who had a permanent abiding place and was not itinerant. But the peddler has gradually worked his way into their confidence.

"While **the grocer sat idly by,** the peddler paid many visits to the people who are now his customers.

"Personally, I am much opposed to this sort of thing. Premiums and coupons are pernicious. Goods should sell on their merrits or not at all. Of course, the cusstomer has to pay for the premium received.

"The peddler gets 25 and 30 cents a pound for coffee that the retailer could sell for 20 cents and still make a big profit. The people are not to blame. If the retailer had been half as zealous as the peddlers the coffee used in St. Louis would find its way to the homes of the people via the retail grocery.

"And this can still be done.

Retailer Must Hustle.

"Let the retailer make up his mind to build up a coffee trade. Making up his mind is the first important step.

"Then let him select some brands that have merit; **brands he can recommend without blushing.**

"Then let him begin to push the goods. Put them in the conspicious part of the store. Recommend them to customers. Explain that there is no offered as an inducement. That the inducment is the lowest possible price for good and reliable goods.

"Keep it up and gradually the trade will swing.

"But so long as the grocer hunts for long profits and refuses to give any more attention to coffee than he gives to potatoes or salt, just so long will the peddler be king of the St. Louis retail coffee trade."

NEW
SAUERKRAUT
NEW
PICKLES,
CATSUP,
ORDERS PROMPTLY DELIVERED
OURS IS THE ONLY FACTORY IN FRISCO.
Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

SLAVES OF BUSINESS.

Early Closing As Reviewed by the Spokane "Trade."

Mr. Merchant, don't be a slave to your business!

Don't keep your store open at all hours of the day and night!

Where merchants have tried early and Sunday closing, experience has shown that they can educate their customers to this innovation with much less trouble and opposition than was expected. They do just as much as business with less expense and greater mental, moral and hhysical benefit to themselves and their clerks.

Even where a general agreement has been impossible, some merchants have tried the plan of keeping reasonable business hours without regard to the action of their competitors and they have been satisfied with the change and there are very few of them that would be willing to go back to the old custom.

We have noticed of late some stores in Spokane keeping open until 8 or 9 o'clock in the evening. Now, there is less excuse for this in the city than in country towns.

Get together!

Close at 6:30.

The point is well expressed in this paragraph from a recent issue of St. Louis Interstate Grocer: **"A camel goes eight days without water but who wants to be a camel?**

A Chinaman keeps his laundry open twenty out of twenty-four hours each day, but who wants to be a Chinaman? Some grocers open at five in the morning and keep open until eleven at night, but **who wants to be a slave?"**

We plant our crops, cultivate them and wait results. We insure our stocks and homes and wait results. We invest our moneys in lands, stocks, bonds, or cotton futures and wait results. We secure a location and stock our stores, hire our help and try to force results, if we have not patience to wait for them. **But when we join the association some of us seem to think the older members ought to shake the association bush and rain their hats full of dollars right now.**

The upward movement in the price of olives is attributed to reports of a short crop following a small output last year, which would leave the market destitute of a surplus to carry the trade over to the 1907 crop. Another factor largely contributing to the sharp rise in prices is the fact that curers are forced to pay what are held to be exorbitant prices for green fruit on the trees.

A pioneer salmon canner of Puget Sound, is quoted as saying that preparations were made at the beginning of the season for about 1,800,000 cases in all of Alaska, but the total put up will probably not exceed 1,500,000 cases.

WASHINGTON'S PROGRESS.

(Continued from page 10.)

are doing business, they should not give it any attention.

"This is a mistake.

"Whenever or wherever the article is cut, it soon spreads and demoralizes the price in all adjacent territory.

"Whenever a manufacturer loses interest in the maintenance of a reasonable profit for distribution of his wares, the retail grocer should immediately lose his interest in that manufacturer's goods, and as far as possible cease to push their sale.

"The manufacturer is looking for a market for his goods, and when he learns that you are not going to handle them unless you are assured of a fair profit, he will find the means to give you that profit. The past policy of the retail grocer has been to say to the manufacturer when he approached him with his wares: "You create the demand and I will handle the goods." This policy of the retailer has been so universal that manufacturers do not any longer appeal to the retailer, but appeal to the consumer to ask for his goods, and many millions of dollars necessary to pay for the proper distribution of these goods is now recklessly wasted in advertising to create a demand among the consumers. This, to my notion, is very poor business for the retailer. Every retail grocer who is a salesman and who has the confidence of his csutomers can sell a meritorious article and make a profit, without expensive advertising schemes.

Packhorse for the Public.

"In conversation with an officer of the association a short time ago, in reference to a pronounced price cutter, he stated that the cutter in reply to a manufacturer who gently remonstrated with him for cutting the price of his goods, replied:

"My competitors have disapproved of my business methods, so have the wholesalers, and now you take up the matter and reprove me. With these combined interests against me I have come to the conclusion that I must be wrong and from now on I have decided to cut out all my former practices of price-cutting and hope to regain the friends I have lost by my past methods, and in the meantime make a little money for myself instead of making myself a packhorse for an ungrateful and unappreciative public."

I wish to suggest to you at this time the desirability of the following recommendations:

Maintenance of Prices.

That we renew our allegiance to the policy of the manufacturer fixing and maintaining retail prices on proprietary articles. And in order that such prices be generally followed, the manufacturer should place in each case of goods a card informing the purchaser the price at which such goods should be retailed. The labels on the cases should also bear the retail prices.

Against Premium Schemes.

That we adopt a resolution against all forms of trading stamps and gift premium schemes, both of which have proven a heavy tax on the retailer and a deception to the consumer.

Honest Weights and Measures.

That we adopt resolutions thanking our national representatives in congress and asking them to renew their efforts in favor of an amendment to the pure food law favoring honest weights and measures.

That this convention place itself on record as in favor of a state law favoring honest weights and measures.

Want Honest Advertisements.

That this convention place itself on record as favoring honest advertisements.

I would also recommend for favorable consideration the appointment of what might be termed a sifting committee for each association. The duties of this committee should be to recommend or disapprove the introduction of new articles of merchandise and any of the various rating bureaus, advertising schemes or trade stimulants.

A matter of vital importance to the trade at this time is the danger of loading up with goods not legally saleable under the national pure food law, which goes into effect in the next ninety days, or January 1, 1907. I believe we should ask our attorney for a definition of the law covering stocks purchased before said law took effect, and furnish a printed copy of same to all our members as soon as possible in order that they may be in a position to act safely and intelligently.

Praise for Mrs. Higgins.

I am frank to say to you that the welfare of this association during the past year has been due entirely to the able and tireless work of our most efficient secretary, John J. Higgins. No salary which an affluent treasury could afford, had we been blessed with one, would have compensated him for the work he has done.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

Clerk's Corner.

KINDS OF CLERKS.

Why They Should Know About the Goods Offered To Customers.

I've seen so many million grocery clerks in my time and have had a good deal better chance than most men have to size 'em up.

A lot of 'em are all right.

Still, I don't suppose more than half are. The other half are in the business for the money they can make. They have no adaptability for it, and no liking for it. They're grocery clerks and not dry goods clerks simply because the grocery job came along first.

These fellows will never be grocers in a thousand years.

The other day I spent half an hour or so in a grocery store at Passiac, N. J. There were four clerks and the store seemed to be doing a good business.

The Sporty Clerk.

One of the clerks was a sporty-looking youth of maybe twenty-five. He wore a pair of cheap socks so loud that you had to shout to hear yourself think.

When I was in there this clerk was waiting on a lady. As she stood at the counter there was a Ceylon tea sign just over her head. The lady was buying tea.

"I've often thought I'd try that Ceylon tea," I heard the lady say. "What's the difference between it and the regular black tea I always get?"

"There ain't no difference that I know of, ma'am," answered the socks—I mean the clerk—"except that one comes from one place adn the other from another."

So the lady naturally didn't buy the Ceylon tea.

As I understand it there's darned near as much difference between Ceylon tea and Japan tea as there is betwen tea and coffee. Surely a clerk ought to know a thing like that.

Was Not Posted.

Another time, not long ago, I heard a clerk guarantee some currants he was selling to be "genuine imported currants." With an imagination that I'd have given a leg for, he told the customer all about how poor California currants were as compared with "our imported currants," and so on.

This fellow was a mixture of good and bad. He was a good clerk, for trying so hard to give his goods a fine send-off, but he was a darned poor clerk for not knowing that there are no California currants. None raised anywhere in fact, except in Greece.

Here's one you wouldn't believe—true though, absolutely.

In my hearing a woman was looking at a jar of cheap preserves.

"What does this word 'compound,' mean?" she asked the clerk. "I've seen it on other things, too."

"Oh, that means same as 'trade mark,'" he replied.

Wouldn't that jar you? "Same as trademark!" Great henhouse!

English Clerks Know Goods.

I don't expect a clerk to know everything, neither do I expect a grocer to know everything there is to know about his goods, though both clerks and grocers come pretty close to doing that in England.

I've met, maybe, a dozen English grocery clerks, and whether we like the comparison or not, they certainly do know more than the clerks on this side.

Why?

Maybe it's because they go into the grocery business a good deal more seriously than we do here.

Over there the grocery business is a career.

Here it is a livelihood.

See here. I think I know a bit about the grocery business myself, though perhaps not enough to make my head hard to hold up. All I know I've absorbed by knocking up against the business, not because I've ever been in it, except for a few months as a boy.

I can answer all the questions that I'm going to write below; and there's a great lot of grocery clerks who can too.

Do You Know THese Things.

And, incidentally, there's an awful lot that can't.

First. What is glucose; what does it come from, and what is it used for?

Second What is the difference in characteristics between Mocha coffee, Maricaibo coffee, Rio coffee and Santos coffee, and where does each come from?

Third. What is caviare, and where is it produced?

Fourth. What is the differgnce betwen the California olive and the Spanish queen olive, as sold in retail grocery stores?

Fifth. Name the different characteristics of Irish, Norway and shore mackerel.

Sixth. Why are certain soaps called "oleine 'soaps?

Seventh. What is the difference between red Alaska salmon and Columbia River Salmon.

Eighth. What is the difference between spring and winter wheat flour?

Ninth. What section of the country produces the best canned corn and why is it the best?

Have Selling Value.

There isn't anything very tough about those, is there?

All right. I'll bet a dollar that not 50 per cent of grocery clerks can answer 'em all correctly.

You see it isn't knowing such points simply for the sake of knowing something—that isn't the idea.

There's a real selling force to them

You take a clerk who knows the difference between Norway and shore mackerel. He has got in a lot of new Norways.

"Mrs. Smith," says the clerk, "we've gotten in a new lot of Norway mackerel this morning—you'll like them. Norway mackerel are not [illegible] different from the ordinary kind. Try one?"

She asks how they're different, and he tells her.

Ten chances to one that clerk will sell Madam Smith a Norway mackerel because he has something new and novel to offer her—something different. We're all hungry for novelty.

Suppose the clerk hadn't known the difference between Norway and other mackerel. All he could tell Mrs. Smith is that he has in some new mackerel. Don't you see how much weaker his talk is than the other fellow's? She knows all about mackerel.

Does anybody disbelieve what I say?

—The Scribe in Grocery World.

SWIFT'S NEW MAN.

E. C. Palen, who has been in the grocery department at the Kutner-Goldstein Co. establishment for some time, has accepted a position with the Swift Co., of San Francisco, wholesalers, and will leave here to take up his new position next Monday, and will have headquarters at Fresno. Mr. Palen is a fine gentleman, and his many friends here will wish him well in his new work.—Hanford "Sentinel."

Cables received from Smyrna report an advance in figs which is due to free buying and exhaustion of supplies. The shortage is attributed to the action of the Turkish government in limiting the number of camel loads which can come into the bazaar each day from the country, the original purpose of the government from the date of figs is the harvest, the tax being based upon a percentage of the gross receipts of each day's sale. The [illegible] per cent on this would be less per [illegible] the price obtained by the [illegible] the higher would be the revenue [illegible] to the government. The [illegible] to have considerable bearing upon the short interest [illegible] early movement. There [illegible] [illegible] of a plentiful crop, with possible [illegible] [illegible] the government [illegible] [illegible] the [illegible] of supply and [illegible] and the prices will naturally [illegible] under such [illegible]

The retail grocery [illegible] should be selling more [illegible] than [illegible] of [illegible] [illegible] have [illegible] [illegible] and [illegible] [illegible] [illegible]

AMUSEMENTS.

COLONIAL THEATRE.

Frank Bacon has made another decided hit in "Lost, Twenty-four Hours." This piece is full of extremely funny situations, in which Mr. Bacon's droll genius appears to a particularly good advantage. The fun arises from the confusion of a gentlemen who has been "out for a good time," and then sleeps a day and a night, and awakens to find himself involved in complications that are tremendously funny, and extremely real. Mr. Bacon is assisted by Misses Jewell, Bacon and McClure and Messrs Wesner, Humphreys, Belasco, and other clever players. Special scenery has been provided and the performance is well worth an evenings time, and a trip to McAllister street near Market.

DAVIS THEATRE.

This is the last week of "Pousse Cafe" and "Way Up East."at the Davis Theatre. The performance has many interesting pictures together with catchy songs and clever dancing, and shouts of laughter shower through the entire evening. The show has drawn great crowds to this theatre. Next week Mr. James' Travesty Stars will produce Weber and Fields burlesque on "Barbara Frietchie,", entitled "Barbara Fidgity." Rice and Cady have extremely funny parts and Bobby North will appear in new roles.

CENTRAL THEATRE.

Kolb and Dill are still drawing large audiences to the Central, to see their performances of "I. O. U." in which there are many funny lines, and extremely humorous situations. They have a beauty chorus of large proportions who add to the effectiveness of numerous catchy songs by their fresh voices and graceful dancing and posing. Prices vary from 25 cents to 75 cents.

THE CHUTES.

There is the usual run of business at the Chutes. Large crowds of people are attracted by the numerous attractions of that great pleasure ground and many others are drawn by the performances at the Orpheum. The Orpheum program is a very good one this week and presents a variety of entertainment that will satisfy all tastes.

The merchant who refuses to belong to an association and contribute the little mite of an expense it requires to keep it up, but allows his neighbor to carry on the work without him, is like the "chump" many of us have known who is contented with some other fellow supporting his wife and babies.

Make friends of your customers. The merchant who can grasp a customer by the hand, call him Jim and ask intelligently about the folks on the farm, is the merchant who will hold that man's trade, other things being equal.

Cable advices from Smyrna continue to report an excited market for figs, and it is reported that some shippers are trying to make cash settlements with buyers, being unable to get the goods to fill contracts. Some advices state that the packing houses are closing for the season, indicating that the crop is about all in.

According to the "American Grocer", the indications are that the Indiana tomato pack will exceed the 799,404 cases turned out in that state last year, that Utah will be good for ten times the output of 1905, while Missouri will multiply its 1905 pack ten times.

Commenting upon estimates of the tomato pack, the Chicago "Canner" ranges itself with those who believe that it will be larger than last year's. It says: "The Western States certainly have packed more tomatoes than last season. Indiana's pack is larger, and there is a general increase througout the West as far as Utah, which will pack a number of times over more tomatoes than last year, when Utah's packers practically suspended operations because of the heavy surplus carried over in that state from the pack of 1904. The Eastern tomato canning states as a whole have, without doubt, put up more tomatoes than a year ago. Baltimore City has made a much larger pack. The "Canner" entertains no doubt about the pack exceeding in the aggregate the 1905 production, but unless consumption is checked by high prices the demand will be very large, for the bare condition of jobbers' warehouses and retailers' shelves means that the hole to be filled is perhaps the biggest ever known. Normal consumption absorbs annually between 8,000,000 and 9,000,000 cases."

There is almost a famine in California dried fruits in New York, owing to the close clean-up of 1905 stock and the slow arrival of new crop goods. The demand is chiefly for prunes, which sell as fast as they arrive at prices close up to the nominal spot quotations.

The condition of the crop of walnuts in the Grenoble district is said to be better than previously reported. The quality will be better than last year according to these advices and the size of crop promises to exceed recent estimates.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

Scheer, Morehouse & Grandi

Commission Merchants

Hathaway Wharf, foot of Spear Street; also 2551 Market St., San Francisco.
Eleventh and Webster Sts., Oakland.

Shippers please send all consignments to San Francisco foot of Spear St.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
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in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, OCT. 26, 1906. VOL. 11. NO. 42

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

EXTENDS SEPCIAL OFFER

On orders received
BEFORE NOV. 15, 1906.



FREE The Grocer will get FREE

FIRST—1,000 2-lb patent self-opening Paper Bags with the purchase of ONE (1) GROSS 5-ct. size X-RAY STOVE POLISH or ONE-HALF (½) GROSS 10-ct. SIZE.

SECOND—A 3¾-in. GENUINE George Wostenholm "IXL". FOUR-BLADED KNIFE, of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined with German silver bastion and buck-horn handle—the finest and most durable knife on the market—with the purchase of TWO (2) GROSS 5-ct size X-RAY or ONE (1) GROSS 10-ct. SIZE.

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent

R. A. HOLCOMBE & CO., Pacific Coast Agents.
50 Clay Street, San Francisco, Cal.



They Wrote

W. A. HAWLEY.
Dear Sir:—
We have become interested in the McCaskey system through Mr. McFarlane. Please call it not [illegible] start as right, so that we will have it as soon as possible.
Yours truly
CRAWFORD & WEEKS.
Sebastopol, Cal.

And We Sold Them the Next Day

You would buy just as quickly if you knew how A McCASKEY is operation

Wm. A. HAWLEY, Pacific Coast Agent,
1212 Gough St., San Francisco.

DEAR SIR—Please send your Catalogue and Samples [illegible] famous Multiplex Duplicating sales slips free and charge.

Name .....
Street ..... Town .....
(Grocer's Adv.) State .....

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compound Yeast Co.

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IS

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SCHILLING'S BEST

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R. A. Holcomb, 50 Clay St.
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita.
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros., Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

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Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 26 Stenart St.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1080.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 949.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., [illegible] Clay St.
Western Meat Co., [illegible]

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parrell Safe Co., [illegible] Market.
Richardson Bros., [illegible] Fifth.

SCALES.

"Money Weigh," John J. Duffie, [illegible] 1482 Market.

SOAPS.

"Sapolio," J. P. Gilles[illegible], Agt.
Los Angeles Soap Co., [illegible]
Babbitt's Brand, C. B. Jennings Co., Agts., 41 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 297 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative, 908 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 10th 11th. Phone, Special 2.4.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Weisman, Lavigen & Co., Everett and Harrison Aves., Alameda.

WOODENWARE.

Harry Unna Co., 16-38 Kansas St.

WHOLESALE GROCERS.

Lennon, John A., 918 Eddy. Phone, Bluegate 10.
Morris Bros. & Co., 215-217 Drumm.
J. H. Newbauer & Co., 430-432 5th.

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SOME REASONS WHY
YOU SHOULD JOIN
THE
California
Retail Grocers and Merchants
Association

FIRST—To assist in securing better laws.

SECOND—To prevent the passage of unfavorable laws.

THIRD—To prevent the repeal of favorable laws now on our statute books.

FOURTH—To prevent wholesalers frof retailing.

FIFTH—To perfect a collection and credit rating system.

SIXTH—To assist in securing better profits by having manufactureres establish retail prices.

SEVENTH—To assist the National Association in securing National reforms, such as making government employes pay their bills, working against the parcels post, etc.

EIGHTH—To secure the co-operation of the other grocers of the State in abating any abuses that may effect YOU.

WE NEED YOUR HELP

California Retail Grocers' and Merchants' Association

FRANK B. CONNOLLY, Secretary

1714 Webster Street, - - - - - San Francisco.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., OCT. 26, 1906. VOL. II. NO. 42

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POINTS TO WATCH.

Rice—

Owing to scarcity, rice will continue high until new crop arrives, which will be about Nov. 15th, when prices should decline.

Raisins—

Prices have advanced materially in Fresno county.

Canned Corn—

Look out for corn that is suspiciously cheap. Much of the cheap truck cannot pass muster under the Pure Food Law.

Canned Oysters—

The recent hurricanes in the Gulf of Mexico buried many oyster beds under a thick blanket of mud.

Olives—

The highest prices on record are being quoted in Spain and further advances are anticipated.

Coffee—

Present prices will be very good in a few months according to Eastern experts.

CARNATION CREAM.

Sales are reported as growing steadily. Increasing business has necessitated the building of another factory. Prices of Carnation remain unchanged and these goods continue to afford the same profit to the retailer.

STATE DIRECTORS MEETING.

Plans Made for an Active Campaign to Better Trade Conditions.

Plans were made last week by the Directors of the State Grocers' Association, for the work of the ensuing year.

President Jost of Sacramento, presided at the meeting. There were also present Messrs Aubury, of Stockton, Warnke of Alameda, Duncan of Oakland, and Doyle, King and Secretary Connolly of San Francisco.

The meeting was held in the rooms of the Oakland Grocers' Association, 419 12th street.

A quorum of the the old Board being present, Mr. Warnke called them to order, and the minutes of the last preceding meeting were read and approved. Secretary Connolly presented the financial report, and that of the Treasurer, Schomer and both of these reports were approved. The meeting was then turned over to the new board.

Praise for Connolly.

When President Jost called the meeting of the New Board of Directors to order he stated that he felt that certain criticisms of the old Board in one of Oakland's papers were unwarranted and unjust. He thought that the accomplishments of the old Board, considering the difficulties under which they labored, were remarkably good, and he hoped that the new Board, with its greater facilties would be able to do as good work.

Vice-President Aubry of Stockton, stated that the criticisms were only made by certain individuals among the delegates, and did not represent the general feeling. He said that Secretary Connolly had done everything that it was possible to do in the interest of the organization, and that he deserved great praise for his efforts.

The minutes of the preliminary meeting of the new Directors held immediately after the election were read and approved. Secretary Connolly presented several suggestions, for the consideration of the Directors.

Secretary Suggests Plans.

He thought that, in the beginning, an active campaign should be taken up towards bringing the affiliating As-

(Continued on page 12.)

DELEGATES REPORT.

San Francisco Grocers Pleased With Result of State Convention.

Much good work was done at the October meeting of the Associated Retail Grocers which was held on Tuesday evening at Devisadero Hall, 321 Devisadero street, with President Geo. B. Doyle in the chair.

Secretary Connolly reported as to the condition of the Association's finances.

Field Secretary Casack reported

Seventeen New Members

since the last meeting, making a total of 96.

He told of interviews with the bakers and the beer bottlers— which matters were still in abeyance. He also reported working with the grocers in different localities to help them come to an undestanding as to hours of closing.

President Doyle called on the various delegates to the recent State Convention for reports.

H. N. Edlin was Pleased

with what had been accomplished. He thought that plans had been laid which would result in great good for the grocers of San Francisco, as well as the entire state.

E. I. Flieger considered the convention one of special importance. He regretted that more of the grocers had not been able to take advantage of the opportunity to listen to the various discussions.

Claus Wyneken thought the recognition of common interests by the grocers of different communities could not but help everybody.

John W. King expressed pleasure at the

Completeness of the Machine

placed at the disposal of the grocers by the managers of the State Association. He spoke at length of how the grocers of San Francisco could help themselves by using the influence of their brothers of the interior through the State Association.

Secretary Connolly told of the possibility for

Results at the Legislature

and how, through the State Associa-

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - - Beo. B. Doyle
1st Vice-Pres. - - J. S. Irvine
2nd Vice-Pres. - - - J. W. King
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, Jos. A. Stulz
P. A. Buckley, Gus. F. Lehrke
B. A. Schmidt
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. **Phone West 8067**

tion. influence could be brought on the members from the interior cities.

President Doyle told of the events of the Convention and said that he was glad to see the grocers of the interior take up, actively, a part of the work of directing the State organization.

G. W. Caswell of the firm of Geo. W. Caswell & Co., whose business is made up almost entirely of supplying route men, appeared before the meeting in order to ask that the retail grocery trade should give his firm consideration in the purchase of teas and coffees. He explained that he desired to do a strictly wholesale business, and would do such a business as soon as he could. He asked that the ban of disapproval be removed from his house and promised to show the grocers at the end of a year that he would help those grocers, who were willing to give him trade, how they could take away the business of the route men, so that at the end of the year he would be willing to give up the route business entirely.

Members Join Discussion.

Mr. Caswell was listened to respectfully, and on his departure the matter was freely discussed. Messrs Buckley, Zett, Edlin, Connolly, Doyle, and King spoke. There was a general consensus of opinion that if Mr. Caswell's proposition were complied with, the grocers would be committing an act unfair to themselves, and to the firms who had helped them for many years past. On motion of Mr. Zett, the matter was laid on the table.

Secretary Connolly presented letters from the various milling companies, of the city in which they announced their retail selling price. These letters are printed in last week's paper.

Flour Problem Considered.

The question of cartage came up for discussion. Mr. Edlin moved that the mills be requested to add another 5c to the retail price of flour, and stated that he was already selling his flour at $1.35. The fact was developed that a number of the other grocers present were already getting $1.35 for their flour.

Mr. Zett moved as a substitute for Mr. Edlin's motion that the mills be requested to include the cost of cartage in the cost price of their flour, thus advancing the price of flour and when they announce the price of flour they should also announce the advance in the retail selling price. This resolution met with unanimous approval.

Retail Price of Creams

J. W. King advised that something be done towards bettering the conditions in regard to the selling of canned cream. He moved that the secretary communicate with the manufacturers of Carnation Cream, asking them to take steps to make the price of cream ten cents straight.

Another member suggested that the Johnson-Locke Mercantile Co. be communicated with to have the Gail Borden Milk Co. set the selling price of Rose and Eagle milk.

E. I. Flieger advised that the manufacturers of Alpine and all other creams sold in the market be included, and that there be an understanding that the grocers devote themselves particularly to selling those brands on which they are guaranteed a profit.

These suggestions were accepted by Mr. King, and the motion to include all creams and milks was unanimously adopted.

Wholesalers Retailing.

T. Salomon wanted to know what had been done with regard to the matter of wholesalers selling to consumers. Secretary Connolly, reported that letters were sent to all the wholesale trade informing them that the grocers would consider the selling of goods to hotels, restaurants, and other parties, who could [illegible] to retail dealers.

Early Closing Movement

P. A. Buckley was called upon by the Chair to report what had been done in the matter of promoting an early closing movement. Mr. Buckley explained the necessity of having some means of compelling to consent the closing of stores whose proprietors would refuse to co-operate in the movement to close at certain hours. His suggestion was that the retailers advise their clerks to unite in a union, and then advise the union to secure the co-operation of the Trades Council to force about early closing of all grocery stores.

A member suggested that Mr. Buckley's suggestion was untrue and that

(Continued on page 9.)

MAPLEINE

A

STAPLE ARTICLE



[illegible] won a reputation on merit [illegible] not interfere with maple syrup sales, as the difference in price [illegible] using the syrup commends it to a class who do not buy maple syrup.

Mapleine is a profitable addition to the stock of any grocer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

NEWS OF COAST.

CALIFORNIA.

Arroyo Grande—The Arroyo Grande Commercial Co., will put a grocery department in their co-operative store in the Royal building on Branch St.

Eureka—The H. H. Buhne Company will supply the county hospital with groceries and tobacco for the ensuing quarter, its bid of $470 having been accepted. G. M. Connick & Company tendered the other bid, $489.93.

Eureka—C. N. Jensen's grocery was robbed October 17. One dollar and seventy-five cents was all that was secured.

Monrovia—G. W. Black has sold an interest in his grocery business to C. F. Moore, and at the end of the month the business will be moved to Mr. Moore's storeroom.

San Francisco—John Bulotti, grocer on the corner of Sacramento and Steiner streets, was robbed of $420 on October 22nd. The robbery was reported to the police, but they have been unable to secure any clew as to the identity of the thief. The money was taken from a safe, to which his partner alone has the combination and the money was abstracted from a compartment which had been left unlocked.

San Francisco—Harry Coleman, formerly a grocer at 134 Sixth street, filed a petition in bankruptcy. Liabilities $10,169. His wife, Gertrude Coleman, owes $1,947. Coleman's creditors include Western National Bank, $1,800; Charles Jacobson, $1,800; Harris Brothers & Co., $1,200; Dairymen's Union, $1,500.

Santa Rosa—The new store of the King Grocery Company is being handsomely adorned. Neat signs are being lettered on the windows. This will be the largest and handsomest grocery store in the flower city.

Tomales—Cornett Bros., grocers are erecting a new store on the old Holland site. The new building will be a modern class A structure.

OREGON.

Astoria—Foard & Stokes, wholesale and retail general merchants, recently succeeded by the Foard & Stokes Hardware Co. have sold their grocery department to Ross, Higgins & Co.

Bend—C. W. Merrill has succeeded C. A. Chapman, general store.

Canyon City—The Canyon City Commercial Co., is reported to have purchased the general merchandise business of Hazeltine & Co.

Coquille—Mrs. A. Boyrie has prepared a building for her general store.

Coquille—W. T. Kerr has purchased Z. C. Strang's general store.

Hoods River—S. D. Garner has succeeded J. T. Holman, groceries.

Hood River—S. D. Garner is reported buying J. T. Holman's grocery and meat market.

Medford—Metz & McDonough have started a general store.

Montavilla—Beach & Fuller have started a grocery.

Portland—The Shelly Co. has succeeded Shelly & Littlehales, feed and grocery.

Portland—J. A. Olsen has opened a general store.

Portland—J. S. Duncan has started general store.

Redmond—Ehret Bros., general merchants, have purchased the grocery business of G. Wood.

Roseburg—G. W. Kruse, of the grocery firm of Kruse & Newland, was married to Mrs. Bertha Mabley last Wednesday.

Salem—H. W. Moir has purchased Fuller & Douglas' grocery.

WASHINGTON.

Alderdale—The Alderdale Trading Co., general store has incorporated.

Aberdeen—W. G. Powell and C. E. Brownell have started a grocery and feed store.

Albion—C. E. Hoagg has succeeded M. S. Cannon, general store.

Cunningham—The Inland Trading Co., general merchants, are enlarging their store by an addition 25x50 feet.

Chehalis—M. K. Bowen has bought J. D. Rice's general store.

Dayton—Homsley & Warwick have succeeded J. L. Black, grocery.

Ellensburg—Payne & Simpson, grocery, have dissolved.

Gray—J. Hawkins has bought a half interest in J. W. Harshman's general store at Gray.

Kingston—Breakey Bros., have bought H. J. Hartsell's general store.

Kahlotus—Robinson & Robertson will erect a new store building for a general store.

Mineral—R. C. Wheeler has opened a general store.

Oakesdale—C. O. Nelson & Co., general merchants, have purchased the Talbot bakery building, and will erect an addition to the structure, to accommodate their stock.

Palouse—J. H. Fussey is closing out his general store.

Palouse—C. E. Hoag has purchased M. S. Cannon's general store.

Riffe—S. P. Williams has sold his store to W. C. Artripp.

Shelton—A. L. McDonald will start a general store.

Seattle—R. Gagen is selling out his grocery at 602 Pike street.

Seattle—A. M. Horton has succeeded to the business of the Farmer's Produce Exchange.

Seattle—G. L. Swetteman has succeeded A. L. Rene, grocer, 601 Fredia.

Seattle—J. W. White has purchased S. Pott's grocery store.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

South Bend—J. Olds is establishing a grocery store.

Spokane—Landen & Co. have succeeded G. W. Byers, grocery.

Spokane—Mr. Whitehouse has succeeded A. M. Smith, grocery.

Spokane—F. L. McFadden has purchased R. D. Pugh's grocery.

Tacoma—L. A. Wotton & Co., have purchased the grocery store of Robert McLean at 1355 South Tacoma avenue. A. H. Switzer, formerly manager of the Blue Ribbon Grocery is identified with Mr. Wotton in the business.

Tacoma—J. P. Sheriff has purchased the grocery store of E. Bullock, corner of Seventeenth and C streets.

Tacoma—J. C. Grubb has opened a grocery store.

Tacoma—M. A. Bain has opened a grocery.

Troy—J. C. Harcleroad has purchased R. T. Smith's general store.

Willapa—S. S. McEwing's general store was entered by burglars last week, but the miscreants were discovered in their operations and fled without securing any booty.

Walla Walla—Leigh Lawrence will start a grocery.

IDAHO.

Nampa—Levinson & Gott have opened a general store with a complete line of groceries, dry goods and shoes.

Rathdrum—S. E. Beggs & Co., general merchants, have purchased the business of the Rathdrum Mercantile Co.

Caldwell— J. B. Wright, jr., has opened a grocery store.

Grangeville—E. E. Wann has purchased an interest in S. Austin's grocery store.

Weiser—W. W. Waters has started a general store.

Grangeville—Van Pool & Manning have purchased F. G. Ames' grocery store.

DELEGATES REPORT.

(Continuer from page 7.)

it would be like hiring a gas pipe man to come into your store, hold you up, and take money from your till.

James Irvine spoke warmly in favor of early closing, declaring that he could not understand why it was necessary for grocers to work 16 hours a day.

President Doyle then called upon the members present, to ask them as to the time of closing. Some closed about 7 o'clock, but most closed from 8:30 to 9. With one exception all were in favor of closing at 7 o'clock This member stated that he would be willing to close, if all closed at that hour.

Mr. Buckley was requested to report to the Board of Directors as to any further imformation he could get.

The meeting then adjourned.

DISTRICT ORGANIZATION

Retail Grocers of the Panhandle Brought Together by Mr. Cusack

J. J. Cusack has been active in promoting the idea of bringing about district organizations among the retail grocers of the city.

The first to be organized were the grocers of the Pan Handle.

On Tuesday evening the following grocers met at the store of Doyle and McGowan: Connolly Bros., Frederick and Stanyon; Doyle & McGowan, Haight and Cole; Stager Bros., Haight and Ashbury; J. C. Cuneo, Haight and Masonic; Von Issendorf Bros, Page and Lyon; W. F. Bartsch, 1457 Waller; H. Brunner, Cole and Waller; F. Van Borstel; R. Dietrich, Waller and Schrader; G. Ploeger, Waller and Schrader; Peters Bros., 987 Cole; Flemer & Grauffel, Haight and Clayton.

Secretary Connolly was called upon to preside at the meting. Discussion of neighborhood matters was immediately taken up.

The time for closing was given particular attention.

It developed that most of the grocery stores were closed at 9 o'clock, although some were closed as late as 10:30. Many of the grocers present wished the closing hour to be at 7 o'clock. There were others who claimed that much of their business came late in the evening. They figured that the earlier closing hour would not be profitable.

In consequence it was decided to begin closing at 8 o'clock on November first.

A general discussion of trade conditions ensued. As a consequence, an understanding was reached with regard to a fair selling price of a few of the staples.

Another meeting of the grocers of the Pan Handle will be held early in November. Mr. Cusack is prepared to assist the grocers in the various districts to come together, should any of them so desire. Any member of the Associated Retail Grocers who wishes this organization to be taken up in his district should notify Mr. Cusack, whose address is 1714 Webster, telephone, West 3067.

READ IT DEVOUTLY.

Portland, Ore., Oct. 15, 1906.

Mr. Aaron H. Powers, San Francisco, Cal.

Dear Sir: Inclosed please find check Four Dollars ($4.00) for inclosed statement.

"How's my friend, Powers? I still read the Advocate devoutly. Always of interest to me. We have a good magazine of our own here in Portland. Hope you exchange with us.

Wishing you success, I am.

Yours truly,

B. J. Dresser.

ALWAYS HELPED GROCERS

At the last session of the legislature, there was one member of the assembly who could always be counted on to help in the measures asked for by the grocers.

This was Gus Hartmann of the 10th Assembly district.

The stand he took was because as a business man, he recognized the fairness of their demands and the necessity of the laws they asked for.

Mr. Hartmann is running for Senator from the 22nd Senatorial District this year. As this is a strong Republican district, he will probably be elected.

Every grocer in the 39th and 40th Assembly Districts should urge their friends to vote for Mr. Hartmann. He is a good, square man and can be depended on to give the grocers assistance that they may need very much in the upper house.

PAINLESS DENTISTRY



If your nerves are sensitive and your teeth are delicate, you should surely come to us for your dental work.

Our methods are absolutely painless, and the most nervous person never has any cause for dissatisfaction here.

We employ no operators—every man a skilled and experienced dentist, with a superior knowledge of some particular part of dentistry, and you may depend upon it that your work will be as well done as it is possible to do it, and you will not suffer a bit of pain, either.

Painless silver fillings ..... $ [illegible]

[illegible]

Open evenings [illegible]

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Too Hot at Sixth and Market

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan,

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Haalen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

JOBBERS WHO RETAIL.

Association Reminds Wholesale Trade of Necessity For Protection.

In accordance with the instructions of the Associated Retail Grocers, Secretary Connolly this week sent out to a number of wholesale grocers and manufacturers, the following letter which explains itself:

Gentlemen: Many members of our organization have complained that customers of theirs have been supplied by firms who make a business of selling to the retail trade.

The unfairness and undesirability of such practice is so self-evident as to require no argument.

At a recent meeting a resolution was adopted, declaring that the selling to consumers by wholesalers would be considered as unfriendly to the grocery trade and action taken accordingly.

The term "consumer" was construed to include Hotels, Restaurants and all other parties who, ordinarily, would purchase their supplies from a retail grocer.

We would respectfully ask if we can count upon you to co-operate with us in this respect.

Hoping for an early reply, we remain,

Yours very respectfully,

Associated Retail Grocers.

A number of replies have been received from firms, who state their desire to co-operate in this matter and their desire to protect the retail trade in this position.

This matter will be taken up at length in succeeding issues.

GROGAN OIL CORRECTION.

Retail Grocers' Advocate, San Francisco, Cal.

Gentlemen: In looking over your Advocate today, I noticed that Purity Olive Oil in gallon and half gallon cans is wrongly quoted in your list. They are listed at $1.25 for half gallons and $2.50 for gallons. This should read $1.50 for half gallons and $2.75 for gallons. Will you please make this correction and oblige.

With best wishes, I am, yours, etc.

C. P. GROGAN.

SAVING FIFTY PER CENT.

Mutual Fire Insurance of Great Advantage in Pennsylvania.

The Ohio State Grocers' Association is working very hard to complete the organization of a Mutual Fire Insurance Company. In an adddess to the grocers of that State, W. H. Cook, the State Secretary writes:

"Just think of the Pennsylvania grocers saving to their policy holders fifty per cent of the old line rate in the last three years! Why are not the grocers of Ohio in a position to do as well? The grocers of Ohio should raise $5,000 in premiums within the time fixed to raise the additional $2,000 in premiums.

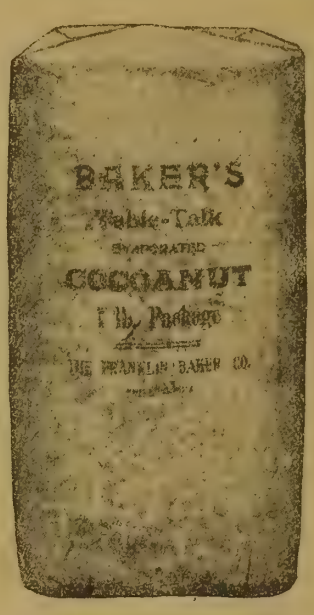
"The exact wording of the law with which we have to comply is as follows:

"'Such company shall not issue policies or grant any insurance until it has procured a certificate of the superintendent of insurance, that there has been not less than $500,000 of insurance and not less than 200 separate risks, no one of which shall exceed $5,000, subscribed, and the premiums thereon for one year paid in cash by the subscriber, aggregating not less than $10,000 in cash.'"

The St. Louis Retail Grocers' association say that those who buy goods to sell again in the same form are dealers, and that this does not include restaurants, hotels and boarding houses. Public and private institutions, such as hospitals, sanitoriums, asylums, etc., are consumers.

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. pohn & Co., Agents, 50-52 Clay St., San Francisco.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.
President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Third Vice-President.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt
Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

HOW SEATTLE WORKS.

Secretary Higgins Tells of the Progress of Northern Association.

(By J. J. Higgins)

I shall not attempt to give a detailed report of the doings of the Seattle Association for the past year. There have been about the usual number of changes among the grocery firms of the city and as a result we have lost many old and loyal members. It has only been by the most diligent and persistent work that we have been able to keep up our membership to the normal size, but we have been able to do this and show an increase of fourteen members over last year.

There seems to be a growing tendency not only in our Association but in others in this state and elsewhere to pile on the shoulders of the secretaries more work than they can successfully carry out for the Association or in justice to themselves. Were ten of our members, whom I might name, to cease their efforts in behalf of the Association, it would surely go down, and yet three hundred seventy-five grocers in Seattle are reaping the rewards of associated effort.

Officers Need Encouragement.

A few days ago I complained of this fact, and one grocer who used to attend very regularly, but now seldom comes, said, "Everything is moving along smoothly. Wait till our profits are seriously threatened or some business cloud arises, and you will see us flocking to the fold as of old."

It may be all right for members to look at the matter from this standpoint, but I want to say to all such it is discouraging and depressing to the officers.

We have exhausted every method known to us to increase the average attendance at the meetings, but with indifferent success. It is a well known fact that the members who do attend are among the best and most successful engaged in the business. In fact I might say with one or two exceptions they are about the only ones who are making anything out of their business. They meet, swap knowledge and experience and are thus better fitted to defend themselves against their numerous difficulties.

Manufacturers Maintain Prices.

One year ago our Association took up the matter of advocating and pushing the goods upon which the manufacturer fixed and maintained prices. The result of our efforts along that line has been to secure the active cooperation of about forty maunfacturers and protection on several hundred different items. While some of these manufacturers attempted to carry out this idea very reluctautly others were enthusiastic. The enthusiastic ones were expecting a great and rapid increase in their business while the reluctant ones were not counting so much on the increase of sales but feared they would be given great trouble in protecting their prices from pronounced price-cutters. The experience of neither party has been what they expected.

Cutting Not Serious.

The increase in sales has been slow but in the main satisfactory. While price-cutters caused some trouble, it was not as bad as expected, and when it did occur the spirit of fairness displayed by both the cutter and the Association members towards the manufacturer who was fairly trying to protect his goods, was a distinct revelation. While the manufacturer was expecting to find both sides dissatisfied, the reverse was the case in most instances. True there were some unreasoning ones, but not near the number that were looked for.

We have five large department stores handling groceries in our city, and if it were not for the help of the manufacturers and co-operation of the wholesalers you can all figure out the demoralization there would be in grocery prices in Seattle.

Several manufacturers who were slow to take hold of the matter in the start have signified their willingness lately to give it a trial and others are preparing to cover a broaded field.

Grocers Can Help.

Every grocer can help the cause by giving preference to the articles that assure them a profit. We are satisfied it is the safest and most practical solution to control price-cutting yet devised. And if our grocers will push the sale of such goods as are properly protected there is no question but what the policy is destined to spread and grow, and to afford the ultimate solution to the fundamental evil of the grocery business, inadequate profits.

I can fairly say in conclusion and as a summary of past experience that every day we become more firmly convinced that close organization among retail grocers is an absolute essential to successful business and our duty should be to arouse the dormant and indifferent to its benefits.

"EVAPORATED CREAMS."

Makers are Changing their Name to Comply With the Federal Law.

The Federal food law will necessitate a radical change on the part of several condensed milk manufacturers, who have for years sold their product as "evaporated cream." This was a misnomer, since all of these brands were simply evaporated milk.

Some of the largest concerns who have followed this practice have already changed their name and will henceforth call their brand "evaporated milk." A factor which is more necessary than it would otherwise be, is the standard which the Department of Agriculture has adopted for condensed milk. This was contained in official circular No. 19, dated June 26, 1906, and read as follows:

"Condensed milk, evaporated milk is milk from which a considerable portion of water has been evaporated and contains not less than 28 per cent of milk solids, of which not less than 27½ per cent is milk fat."

There are said to be several brands of condensed milk on the market whose strength falls considerably below this standard.—Grocery World.

In the large cities the small delicatessen stores scattered about through residence sections do a surprising large business, and make profits which make many grocers' profits on a day's business look small. In San Francisco there are many hundreds of delicatessen stores doing a land office business. Those located in a district where there are several apartment houses grading from better than middle class down find the business very profitable, because of the fact that there is an increasing number of people living in such flats who hire no domestics and do as little cooking of their own food as possible

STATE DIRECTORS MEETING.

(Continued from page 5.)

sociations in closer touch. He suggested that each Association should be notified of those things which the convention had devised—should be brought to the knowledge of the affiliating Associations, and that the call for per capita of the National Associations should also be sent out.

He suggested that plans should be drawn at once for the organizing of various sections of the State.

He also suggested that a committee should be appointed by the President to confer with the jobbers along the lines suggested in the address of Mr. H. D. Loveland.

He also called the attention of the Board to the fact that the firm of A. Schilling & Co. had not received the consideration from the convention; that their work to secure the maintenance of prices warranted, since this firm were clearly pioneers in that movement.

Credit For Schilling.

H. Hauch of Alameda, a member of the old Board, and a Director of the Pacific Coast Grocers' Association, said that it was results that the organization was after. He thought that full credit should be given to those firms which were prepared to maintain the retail selling price of their goods, without regard to the particular method that might be employed, provided the methods were practical and effective.

Mr. Aubry of Stockton thought that the firm of A. Schilling and Co. should be recognized above all for their work in maintaining prices. A motion to send that firm a letter of appreciation was carried.

Mr. Aubury stated that the firm of J. A. Folger & Co. were also maintaining prices in Stockton. President Jost stated that there was considerable trouble in Sacramento because that firm allowed certain grocers to give trading stamps with their goods, thus allowing them to be sold at a cut price.

Want Prices Maintained.

The Secretary was instructed to communicate with J. A. Folger & Co. and ask them to establish the following minimum retail selling price on their Baking Powder: ½'s, 25c; 1's, 45c.; 2½'s, $1.00; 5's, $1.90; and that they insist that this should be the minimum price and that trading stamps and discount checks should not be permitted, to be given at these prices.

Secretary Connolly was also instructed to write to every manufacturer of creams, requesting that a proper minimum sale price be fixed on the various creams.

President Jost Advises.

President Jost presented various suggestions, among other things he suggested that committees be appointed on "Legislation," "Maintenance of Prices," and "Organization."

The Board followed these suggestions.

The chairman appointed the following committees:

"Legislation" — Doyle, chairman, Pearson, Warnke, Dustin, Connolly.

"Maintenance of Prices" — Duncan, chairman, Mottaz, Aubury, Doyle, King.

Both committees were given full power to act.

The committee of organization was not named at the time.

Mr. Duncan of Oakland called the attention of the Board to the fact that the Board Pharmacy was holding its monthly meeting at 925 Golden Gate Avenue. He informed the Board that the Druggists would be glad to cooperate with the retail grocers in securing a proper pure food law. Secretary Connolly was instructed to confer with the Board of Pharmacy.

President Jost called attention to the fact that the Constitution and By-Laws required that the Treasurer and Secretary be placed under bonds. The Directors decided that the bonds should be $1,000 for each and to allow them to give personal bonds.

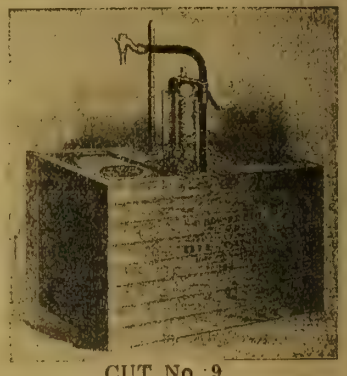
It was decided to hold the November meeting of the Directors in the City of Stockton.

The meeting then adjourned.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

? If the insurance company wanted a picture of your store, would you include your oil room?

You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold today.



CUT No. 9.
FIRST FLOOR OUTFIT
WITH ALL METAL TANK

300,000 now in use.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

Send for Catalog BB.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb. cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb. cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B. (M J Brandenstein & Co.) Bay cities price, 1 lb.	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb.	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; . Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop (Bishop & Co.) 1-2 pints

Catsup, Bishops (Bishop & Co.) pints

Chili Sauce, Bishop (Bishop & Co.) 1-2 pints

Chili Sauce, Bishop (Bishop & Co.) pints

SOAPS.

Sapolio, 10c, 3 for 25c

WHERE PROFITS LIE.

Importance of Securing the Discounts of Careful Buying.

Discounts—the underlying principle—the basis of modern business. The department stores and the mail order profits are spelled after this manner—d-i-s-c-o-u-n-t-s.

It is the habit of the leading department stores of the large cities to add expenses, plus freight to cost price in order to determine sale price.

No merchant unless possessed of unlimited capital can do a credit business and adopt the mail order and department store methods. The discounts are the profits.

Perhaps you may not believe this assertion. Perhaps you think it is an exaggeration.

A Fortune in Discounts.

A letter received at this office a day or two ago from a North Dakota merchant, who started in business in 1894, buying a $6,000 bankrupt stock for $3,000. During the interval from 1894 to January 1, 1906, the discounts of this firm aggregated over $7,000

There are many merchants in North Dakota who have not made that much money in the last ten years and there are others who have lost and quit—killed by long standing credits and accounts that will stand through all time. But this firm also saved according to their estimate $10,000 through their ability to jump in when opportunity offered and buy a job lot of bargains.

This in North Dakota, the pride of the mail order merchant.

A Decided Advantage.

Doesn't it stand to reason that the commercial firm that counts on gathering in discounts should be able to undersell the merchant who buys either net or permits his bills to become interest bearing?

The larger the sales the greater the purchases and the more important the discounts.

Marshall Field reached the limit of discounts, paying spot cash on every item that passed into his establishments.

Sears, Roebuck & Co. did a business of $38,500,000 in round numbers last year. Take five minutes off some day and figure their profits from discounts alone.

Are you taking full advantage of your discounts or are you paying interest on notes payable?

What is your opinion on Credit vs. Cash? Minneapolis Commercial Bulletin.

CALIFORNIA STATE CONVENTION GREAT SUCCESS.

California Retail Grocers' Convention held at Oakland [illegible] 24th and 25th, proved the greatest success in the history of the organization. Many important matters were taken up, the most important of all action being the purchase of the **Retail Grocers' Advocate** by the state body as it marks an epoch in [illegible] work that is bound to spread. There is no question as to the [illegible] and we mean by that personal [illegible] that a publication has when owned by [illegible] themselves. Another feature that strikes us very forcibly is the interest taken by members outside of the large cities. We believe and have believed all along that the dealer in a small town should always be counted in when it comes to [illegible] organization spirit. At any rate [illegible] never be ignored. Another feature that ran through the whole meeting was the belief in the manufacturer protecting the price. A communication was received from N. K. Fairbanks Company announcing that they would not allow Cottolene to be sold below a certain figure fixed by them and this figure necessarily carries with it a reasonable profit.

There were many interesting discussions which brought out the fact that California is foremost in the fight for fixed prices.—Portland Grocers' Magazine.

The days are growing shorter each twenty-four hours now, and, it will not be long when a large part of your business is done by artificial light. Is your store so arranged that your lights will make it look bright and attractive? A comparatively small amount of money spent in lighting your store properly is one of the best investments you can have.

All the leading packers, canners and food manufacturers of the country have conformed to the laws of the different states and have given their guaranty to the retailers. But the retail grocer keeps still continues to "dope" the stuff they send to the great unwashed citizens and will do so until the national pure food law become effective.

A salesman who is not thoroughly familiar with his proposition in all its relations to supply demand and methods of distribution cannot hope to make the impression exact to his customers.



An Auto? No!

Peanut and Popcorn Stands

Catalog [illegible]

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Aim high.

Days are shorter.

Push lanterns, etc.

Know, do not guess.

Quote prices in your ads.

Canned peas are very firm.

Dress your windows frequently.

"Not yet, but soon," spells failure.

Lead your help, don't drive them.

If you're alive, advertise the fact.

Cured fruits, new crop, are advancing.

Wisdom is more than equivalent to force.

Push collections for all you are worth.

System is the carrying out of a set of rules.

All progressive dealers read **The Advocate.**

Good judgment is often mistaken for old fogyism.

All kinds of nuts are firm; some will advance.

To him who lives well, every form of life is good.

A man used to vicissitudes is not easily dejected.

One good pair of eyes is worth six pairs or hands.

Without hustling abilities one cannot well succeed.

He who knows himself despised will always be envious.

Conceit may puff a man up, but can never prop him up.

Car shortage is delaying shipments of California products.

Remember, knowledge and industry are the price of success.

Laziness is often the stumbling block that causes failure.

Industry, together with knowledge, will give you a clean store.

It's the men behind the methods that make a business what it is.

In the rush of business don't overlook coffee. Push it hard.

The surest way to live a good life is to avoid even apparent evil.

He who has many irons in the fire will let some of them burn.

It is easy for the malicious to allege inconsistencies in others.

Many a failure in business is making money writing advice to young men.

Why overwork your memory when tickler cards are so cheap and so sure?

Patronize your friends who advertise in the **Retail Grocers' Advocate.**

If you are not reading the **Advocate** you are missing valuable information.

A cost clerk hired in time cheats the bankruptcy courts of many a case.

Carry the best goods, making quality the standard and not the lowest price.

Keep the stock well arranged and the store clean, attractive and inviting.

Buy your own goods and see that the quality and quantity is what you paid for.

Keep intouch with your clerks, your customers, your stock and what is going on.

Make every price made in your establishment the absolute and fixed retail price.

The man who seems the busiest is not always the one who is really doing the most.

Less hard work and more thought would help many men to rise above the dead level.

Stick to your work as the shoemaker does to his last and you may win out at last.

The Brazilian government, was recently buying coffee at the rate of 125,000 bags a day.

There's more danger of trouble from an unreliable delivery boy than all the clerks combined.

A fall cleaning in the store is every bit as good as the time-honored "spring cleaning."

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

No form of government has yet been discovered by which cruelty can be wholly prevented.

Talk to the customer in your advertising just like you would if you had her face to face.

The advertising of a retail business requires much thought and no little expenditure of time.

You can never correctly describe what you have not seen and seldom what you have seen.

A pretty safe road to success is the one that leads to the nearest savings bank every pay day.

People who grow weary of themselves think they are weary of life and of the whole world.

You cannot hide from the example of the bad, without being deprived of the counsel of the good.

Before you sit down to write a grocery ad. spend five minutes in thinking over the proposition.

The Persian date crop will be good this year, perhaps not so large as usual, but all of good quality.

Teach your clerks the cost, quality and value of your goods. To do this, you must first know them yourself.

Don't knock your neighbor. A hammer is an unfair weapon and creates suspicion in the minds of the buyers.

Courtesy, cleanliness, promptness and profits are the inseparable companions that spell success for the grocer.

In salesmanship, a smile is a little thing, yet it has brought more customers, than have price or merit in merchandise.

Main corn packers write that they will, in some instances, deliver in full, but that they will have no surplus whatever.

The retailer who will each week pay close attention to the market reports published in this journal will profit by it.

It is said that the pack of clams is nuusually short this season and that offerings are very small and at prices higher than usual.

A small pebble underfoot, not seen, may cause you to fall and break a limb. A large stone in the way will be observed and avoided.

If you don't like your job get out and let some one else have a chance at it. That's giving both yourself and your employer a square deal.

It is always opportune to sell a little better quality if possible, and not only opportune but good policy because there is profit in good goods.

We have yet to hear of the grocer who found that the checking carefully of the counts and weights of the goods he received was a case of wasted time.

In England the consumption of tea at five o'clock each day is four times as great as the total tea consumption of the United States at all hours of the day.

Sell the customer what he wants. When you press the claims of "something else" when you actually have the thing he wants, you are hazarding a sale.

There is every indication that the National Retail Grocers' convention at Dallas, Texas, will be the most successful in the history of the organization.

San Diego reports that the raisin crop will be short. There is a scarcity of help to do the gathering and curing and there is a strong demand for fresh grapes.

If you neglect collections or lack the nerve to make the proper effort to

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PRICES UNCHANGED

1 case to 4 cases.....$3.75 10 cases to 24 [illegible]

5 cases to 9 cases..... [illegible]

50 cases and [illegible]

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.

JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

PRACTICAL PHILANTHROPY

How a Merchant Proposes To Secure the Kindly Interest of 2000 People.

Here's a new idea in the way of combining philanthropy with advertising, and it certainly has the appearance of a good one, says Advertising World.

A merchant in Watertown, N. Y., who has been in been in business in that city for fifty years, will celebrate the half century anniversary by trying to influence the boys and girls to form the habit of saving money systematically. On that day $1 will be given to every boy or girl living in the city of Watertown, between the ages of 4 and 16, not exceeding 2000 under the following conditions:

Interests The Parents.

Each child, personally, or through his or her guardian, must apply to the secretary of the Watertown Savings Loan and Building Association before September 1st for a book to be legally issued to such child and deposit in the association 10 cents a week for one year.

At the end of the year $1 extra will be added to the account which at that time or thereafter can be withdrawn by the owner with accumulations. It is expected that the habit formed will be continued as the child realizes the value of saving.

Involves $2,600 Outlay.

The plan involves an expenditure of only $2,000 at the outside, and probably less than that, because in all likelihood a number of the youngsters will drop out before the year is completed. But even if the whole sum is required, $2,000 is not an unreasonable amount to invest in such an apparently unselfish scheme. The advertising value is much more than $2,000, for not only each individual child, but its parents and relatives will feel a most kindly interest in the establishment whose proprietor "donates" the dollars.

STORE FIXTURES PAY.

There are a lot of prosperous grocers who owe their success to the fact that they never allow themselves to get into a rut.

Ther are a lot of others who are satisfied to do business with the same facilities that they enjoyed since they went into business, and while they may continue to make money, they do not, as a rule, forge to the front and reap the big returns that frequently come to the one who is willing to risk some of what he has in order to broaden out and handle more trade than he is now doing.

If you are not doing as much business as you think you ought to, or as you know you would like to do, think it over and see if you cannot get this increased trade by expending a little money on your store and especially on your fixtures.

THE MASTER'S VOICE.

Under the above head, the "Eli Grocer" prints the following editorial. It is as true of California as it is of Missouri. It tells why every retail grocer should back up the **Advocate:**

"Serving two masters is impossible.

"Either a paper is the friend and champion of the retailer or the wholesaler—it cannot be both, and be honest and fair.

"This does not mean that a paper must viciously fight the wholesaler in order to show its friendship to the retailer. But it does mean that there are times when the paper must take a position on one side of the fence or the other.

"No paper and no man can straddle a fence without tearing his trousers, or carry water on both shoulders, without spilling some of it. In most cases, the man or paper attempting such a task spills the water from both of his vessels.

"Eli Grocer started to proclaim the fact to the world that **"THE RETAILER IS KING."**

"It owes allegiance to the whole and manufacturing interests **only when they are right.** When they are wrong, the position of this paper is alongside the retailer. It has made a valiant fight for his interests so far and will continue such a fight.

"This paper serves no masters, but maintains its position beside the retailers. **It is the friend** of the wholesaler, **but the champion of the retailer.**

"And that is the Eli platform, if you please!"

NEVER ADMIT DEFEAT.

Never admit defeat or poverty, though you seem to be down and have not a cent.

Stoutly assert your divine right to be a man, to hold your head up and look the world in the face. Step bravely to the front, whatever opposes, and the world will make way for you.

No one will insist upon your rights while you yourself doubt that you possess the qualities requisite for success.

Never allow yourself to be a traitor to your own cause by undermining your self-confidence.

There never was a time before when persistent, original force was so much in demand as now. The namby-pamby, nerveless man has little show in the hustling world today. In the twentieth century a man must either push or be pushed.

Everyone admires the man who can assert his rights and has the power to demand and take them if denied to him. No one can respect the man who slinks in the rear and apologizes for being in the world.

Negative virtues are of no use in winning one's way. It is the positive man, the man with energy and push that forges to the front.—Success.

A grocer should know the following things: First, how he can buy intelligently; second, how he can conduct his business profitably; third, that he must extend loyalty if he expects to receive it; fourth, that if he tries to do more business than his capital will warrant, he will fail.

It is not economy to hire cheap clerks, paticularly in a large store. To displease a good customer costs more to a business than that amount of money paid in wages.



THE

PURITY

OF

HUNTER

RYE

IS

ALL THAT MAN, MONEY AND REFINEMENT OF AGE CAN MAKE IT—THE HIGHEST STANDARD OF EXCELLENCE—THE AMERICAN GENTLEMAN'S WHISKEY



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, N. Y., Oct. 24.—Raw sugar is quiet at 4c for 96 deg. centrifugals, the same price as ruled last week.

New York, Oct. 18.—Willet & Grey report:

"The price of both raws and refined were unchanged for the week, Raw 96 deg. Centrifugal remains at 4c with a tendency to ask more for the few cane sugars offering. A weakness in European sugars has developed through the fact that Mr. F. O. Licht estimates the crop at some 300,000 tons larger than was anticipated. It is nearly 400,000 tons smaller than last year's crop. We estimate the Cuban crop at 1,250,000 tons. This is 75,000 tons greater than the crop of 1905-06."

MOLASES.

Philadelphia, Pa. Oct. 8th. — The "Grocery World" reports:

"Communications from New Orleans state that owing to unfavorable weather, there would probably be a shortage of 15 to 20 per cent in the coming crop of Molasses. Prices have already started out on a level higher than last year."

TEA.

New York, Oct. 9th.—N. Nakomura, a member of one of the largest tea firms of Japan, in an interview with the Journal of Commerce says:

"In Japan the present prices asked for our teas are regarded as being just about right. Last year there was no profit for anyone engaged in the tea business. Although the crop this year was short the export to the United States and Canada was much smaller proportionately than in previous years, for two reasons. The demand from the interior of Japan for medium grade teas, although high-grade are used chiefly, is largely increased this year. Also, more low grade teas than ever before were shipped to Manchuria and Russia. These two teas interest the American market more than any other grades and of course with the demand from the interior of the country, prices went up, and conditions were more strained, particularly since the crop was short. The same applies to the lower grade teas, which were shipped to Russia and Manchuria."

COFFEES.

New York, Oct. 18.—Willet & Grey report:

"The old and conservative coffee houses of Europe now appear to recognize the honesty of purpose of the valorization plan of the Brazilian Government. Nearly all the coffee exporting firms of Brazil have abstained from naming figures on the crop since they know that their statistics might prove misleading. The following facts are worthy of remembering. The average production is less than consumption. The last four crops in Rio and Santos average below 10,750,000 bags. The consumption in the same four year average about 12,000,000 bags. The consumption is constantly increasing. The quantity consumed being now in excess of 17,000,000 a year. Under the auspices of the Brazilian Government, there has been purchased 2,000,000 bags of coffee to be held until December, 1907. This gives a needed relief to the market, since the Brazilian planters were forced to sell the last four crops of coffee on an average below the cost of production. Accordi[illegible] to official advices the growing crops are in a bad way. There is no question a partial crop failure. This has not influenced the market as yet but its effect will be of vast importance. While the Government is buying largely in Santos, Europe and the States are also regularly in the market. The price of coffee at the present time is absurdly low."

New York, Oct. 15th.— Henry Norddinger & Co. report:

"Appalled at the magnitude of Brazilian receipts, the interior of the country, as well as abroad, having apparently become convinced of the inevitability of a sharp fall in values, has abstained as one man from making any purchases at the seaports except such as were urgently necessary. Trade with the interior during

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

this period has been plainly small.

"The proportions which the receipts at Rio and Santos have assumed, combined with this abstention of inland buyers, would ordinarily have sufficed to cause a serious break in values. This would undoubtedly have come to pass had not the renewed agitation of Valorization—if in a somewhat modified form—stepped in to sustain values.

"According to public reports, this modified form consists of an agreement between the largest coffee growing states of Brazil and some of the most prominent firms directly or indirectly interested in coffee in New York, London, Havre, and Hamburg, whereby the said firms agree to receive from the said Governments, coffee to the extent of two millions of bags, and to make advances thereon to these Governments, the Governments paying, it is understood, what would appear to us as a very high rate of interest for the accommodation, and the firms being duly protected against any possible loss to themselves.

"About the same time as this announcement, it was officially stated that the Surtax, (an additional export tax to that now existing in Brazil) was to be levied on all Coffees exported from these same states on and after December 1st of this year. The Surtax must come out of the Coffee of the poor planter, and each poor planter, realizing that nothing is certain but death and surtaxes, not even the beneficent influences of the most recent phase of Valorization, will hasten to get his own particular coffee out of the country to avoid this new impost. We must therefore, look for a rush of coffee to Brazilian ports within the next six weeks, such as will make all previous rushes look small by comparison.

"The trade must be warned, however, not to base its calculations of the size of this new crop on these receipts alone, and without giving due consideration to the forces that we spoke of above, which are unduly pushing them forward. Unless they do so, they will be led into the error of assuming that we are to deal this year with a record crop (say over fifteen and a half million bags) and when they find—as we believe they will—that the crop is two million bags short of such expectations, they will be likely to go to the other extreme and unwittingly join the association of philanthrophists that is boosting prices for the benefit of the poor Brazilian planter.

"The visible supply during the month of September alone has increased 1,400,000 bags, being the largest increase for any one month in the history of the coffee business.

"The most important of influences affecting coffee is the entrance into the market and to its support, of the eminently able and financially powerful combination of merchants of world-wide reputation here and abroad, who have succeeded, almost by the mere publication of their purpose, in holding the coffee market of the world to a point which would otherwise have seemed absurd, and who have caused some of the hitherto sceptical as to "artificial market" to change their colors and speak confidently of considerably higher prices.

"We are told that if two million bags are not sufficient to advance the market to the desired point, two million more will be bought, and so, on, until the wished-for goal is reached. It is expected that, by the time a partial advance in that direction will have been established, and the button pressed, the outsiders will do the rest. That is, they will then have become convinced of the trend to higher values, and will become so anxious to get places on the band wagon, that they will become bidders against them-

PICE.



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights — no levers — exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

to buy from hand-to-mouth until that time. Telegraphic information is to the effect that the Eastern market on Japans is very firm, although there is a slight inclination to shade heads.

New York, Oct. 16th—Dan Talmage's Sons' Co. report:

"Demand for this cereal continues active and values are fully maintained, with much stronger tone and quotable advances on Japan sorts. Receipts are in fair volume, but being sold some days in advance of arrival, leaves spot stock meagre, both as to quality and assortment.

"Advices from the South note enlarging receipts on the Atlantic Coast; prices are firm and offerings find ready sale, so that nothing is carried over from day to day. At New Orleans: market is active. Several mills have shut down on account of lack of Rough supply, and the limited offerings of Cleaned are quickly taken at full prices. In the interior —Southwest Louisiana and Texas—Rough is coming in slowly, harvesting and threshing being retarded by rains. Demand is active; brisk competition for Rough Rice has run prices up to record figures, and Cleaned is being sold ten to fifteen days in advance of turnout.

"Cables and correspondence from abroad note strong tone on all styles."

DRIED FRUITS.

Dwindling stocks here, practically bare markets elsewhere, shipping troubles galore, all conspire to force prices up another notch this week on practically the whole line of dried fruits. 'Cots are getting so scarce and so high that their price will preclude any further business being done with them. Peaches show every reasonable indication of further advances with Standards at 10½ to 10 ¾ cents from first hands. Dried apples are climbing in sympathy with the other lines.

Prunes—Prunes are thoroughly on their feet now, and while deliveries are coming in above what was estimated, still all things point to a stronger and higher market later on; such a condition largely resulting from the scarcity and high prices of peaches and 'cots. Large sizes are very hard to locate except at a price. The scarcity in boxed is becoming very serious and the end is not yet. It is a safe time to buy.

Raisins—Here we have the advance of the week. Fancy seeded goods are now worth 7 to 7¼ cents per pound, with the latter price the most likely one. This has been a great year for the stubborn grower—the price starting in at 3 cents in the sweat-box and now hovering around 4¼ and 4½ cts. However, but a very small portion remains in the hands of the growers. All indications point to a practical clean-up by January 1st, so the sooner season's requirements are secured, the better for those concerned. The box situation is contributing somewhat to the delay in the prompt receipt of seeded and loose goods by the jobbers.

PRUNES.

San Jose, Oct. 14.—At a meeting of the San Jose Grange held on October 13, a member announced that he had received definite information from one in authority that the price of prunes would reach the 3 cent basis by January, and before another crop that the growers could get a 4 cent basis. Several members announced an upward tendency in the price of prunes.

RAISINS.

Los Angeles, Oct. 12.—The "Times" reports:

"The entire East is bare of raisins, and there is not a market that is not waiting anxiously for the first arrivals. Estimates made by the best authorities leave out of a probable crop of 45,000 tons not over 2,000 tons in the hands of growers that are not covered by contracts. In addition to the demand from England, Canada is reported to have been a freer buyer of loose and layer raisins than in former years, and some orders have been received from Germany for Sultanas."

NUTS.

Walnuts are coming in, but slowly. The crop this year is not as large as last by a third, but the increased acreage makes up the difference in the total output. First hands are clear of supplies. Number 1, soft shell, are worth about 12½ cents from Association warehouses in the South—this being a high figure.

Almonds are quotable at 17½-18½ cents for Nonpariel and other grades in proportion.

FILBERTS.

Trebizone, Turkey, Sept. 15—U. S. Consul Milo A. Jewett writes:

"This market exported to America Filberts valued at $45,726 shelled and $4,995 unshelled last year. The crop now being gathered is somewhat less than last year's , although the quality is good. The price of shelled nuts is advancing. It is thought that the price of shelled will go over $12 per hundred weight this year as against $8.25 to $9.60 during the last twelve months. The shortage of the almond crop greatly increases the value of Filberts."

BEANS.

New crop goods are becoming more and more plentiful daily. Blackeyes at 3½ to 3¾ have been quite firm and other varieties are being held at proportionate prices with no inclination to shade. Limas are about 3¼ to 3⅜. There is a big crop of the last named variety in sight. A Los Angeles party says there will probably be not less than 800,000 bags. A drop is anticipated on account of last season's large crop and the resulting carry over in the East. Present values are good for a few days yet, and a drop should be felt.

OLIVES.

Philadelphia, Pa. Oct. 15 —"The Grocery World" reports:

"The olive market is going from bad to worse. As recently reported, small sizes have already advanced. With the advance in small sizes came the intimation that large sizes would probably have to follow within a few weeks. Information was received during the week that the large packers of olives were now preparing a new price-list which would show advances not only in the small sizes, but in large sizes also. In Spain olives are being quoted at the highest prices on record. The crop is very light and prices will probably remain firm, with still further advances, for the next twelve or fifteen months."

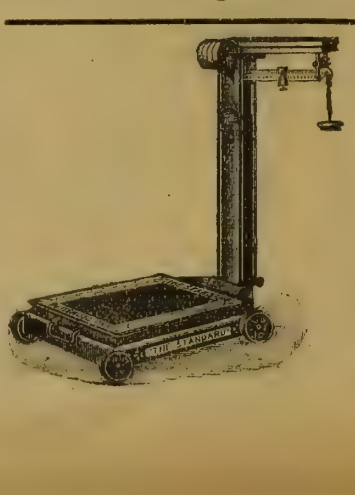
Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast. SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.
San Francisco, Cal.

CANNED FRUITS.

Supplies in first hands continue to decrease and the season's pack can scarcely be said to be in the control of the canners at all. Assortments are impossible to secure. Packers are now experiencing extreme difficulty in making shipments on account of the scarcity of box shook combined with car shortage and slow label deliveries. An indication of higher prices ruling for the pack of 1907 lies in the announcement of the American Can Company on the 22nd inst., that a substantial advance would be made in the price of most of it's products because of the advance in raw materials. In some cases the abvance is equal to 25 per cent. Of course this may be offset by lower prices on fruit.

New York, Oct. 10th.—Special correspondent of "The Trade" reports:

"Demand for all descriptions is active and under small supplies in first hands the tone of the market is strong and prices are advancing. Inquiry for extra standard apricots, 2½s is in excess of the supply. The shortage of stocks in jobbers' hands here is attributed in part to the failure of goods to arrive which were shipped sometime ago. Car shortage is assigned as the reason."

CANNED PEACHES.

Baltimore, M. D., Oct. 12th.—The "Trade" reports:

"No. 2 seconds in both white and yellow peaches have advanced 5c."

CANNED VEGETABLES.

Our canners are now working "tooth and toe-nail" on tomatoes and all present indications lead observers to believe that the largest pack in the history of the State will be packed this year, despite the fewer canneries, brought about through the fire. The excess may amount to 250,000 cases which will bring the pack up to nearly 1,000,000 cases. However, the size of the pack has caused no apparent weakening in prices, owing to hard frost in the East last week. The frost was so heavy that the tomatoes on the vines were frozen solid. However, we of California, must be on our guard—the nights and early mornings are getting quite crisp lately, and the first frost settles the tomato industry, industry until next season. The Eastern corn market holds firm at recent quotations, but there are some wildcat canneries who have goods which will not meet with the requirements of the new Pure Food Law and who are therefore selling at very low figures. Therefore, lookout for corn which is too cheap to be safe. Eastern stringbeans and peas are next to impossible to get at any figure from first hands, and the market is firm and advancing.

CANNED TOMATOES.

Baltimore, Md., Oct. 12.—The "Trade" reports:

"The tomato season was over this year before the arrirval of frost. Bad weather reduced the crop to 65 or 70 per cent of what it should have been. It has not been a satisfactory year for the packers, and we are likely to witness injuriously high prices this winter. Standard 3's are at present held from 90 to 95c. We believe it depends on the amount of carry over stock held by the Syndicate, as to what figures they will reach during the next few months."

CANNED CORN.

New York, Oct. 10.—The special correspopndennt of "The Trade" reports:

"The market is weak and tone is easy. Buyers are not asking for stock and the holders are anxious to get rid of the stock as quickly as possible. The best information indicates that the pack this year was heavier than was expected. Buyers are waiting for values to adjust themselves before buying."

CANNED SALMON.

Seattle, Wash. Oct. 20th.—The Trade Register reports:

"The Alaska Packers Association has declined to discuss the reported cut on salmon, beyond saying that it had ceased holding the umbrella for competitors whose methods were unfair. Some of the latter assert that the Association agreed to hold the umbrella to the extent of a 2 1-2 c. as it had at least that advantage in reputation and supplies."

New York, Oct. 10th.—The "Trade" reports:

"The spot market is steady. Fancy Chinooks flat and halves are wanted, and prices remain steady because of scarcity."

CANNED OYSTERS.

Baltimore, Md., Oct. 12th.—The "Trade" reports:

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



"The hurricane that visited the Great Gulf section about a week ago demolished many oyster shacks and locations, and so washed the oyster beds, that it will be some time before they can recover from the destructive influences of the mud with which many beds were covered. The recent storms interfered somewhat with the oyster fishing in the Chesapeake regions. No special damage was done to the oyster beds. The damage has been done by the strike of the Captains and mates of Bay going crafts."

NORWAY MACKEREL

Philadelphia, Oct. 8th.—The "Grocery World" reports:

"The catch will be greatly reduced, some say by 50 per cent., though this may be exaggerated. At any rate, it is reported that there will be only half as many Norway mackerel for the American market as there was last year." The present range of price is about $3 above last year. Shore mackerel are extremely scarce and very high. Irish mackerel are still dull and seem not to be materially affected by the firmness of the other grades."

HAY.

Somers & Co. report under date of Oct. 23rd:

"Shipments of hay this week show 2680 ton in comparison with 3540 for the week preceding. The material lessening in shipments has been occasioned by the scarcity of schooners. Weather conditions have prevented many of them from making trips within the usual time, and many others not equipped with hay coverings have contracted for their winter's work on brick, gravel, etc., that are not affected by the rain. The situation is very strong, owing to the light supply. Although, as a general statement, prices show no material change from the quotations given during the past month, yet on some days sales are made at a material advance over same. Choice wheat hay is in especially good demand, and in very limited supply. On several occasions during the past week competitive bidders have advanced fancy grades as high as $20. No report can be given as yet concerning the Government bids for 5500 ton of hay for Manila, although prices given by the San Francisco dealers were somewhat below those of our competitors on Puget Sound."

Today's quotations are as follows:

Choice wheat hay	$17.00 to 18.50
Good wheat hay	13.00 to 16.00
Other grades same	10.00 to 12.50
Wheat and Oat	10.00 to 15.00
Tame Oat	9.00 to 14.50
Wild Oat	8.00 to 11.50
Stock Hay	6.00 to 8.50
Alfalfa	7.00 to 11.50
Straw, per bale	.35 to .60

PLEDGE CANDIDATES.

St. Louis Grocers Propose To Help Their Friends.

The Legislative Committee of the Missouri Retail Merchants' Association will be aided by the St. Louis Grocers' Association in its fight for laws that shall better the condition of the retailer. At the meeting of the St. Louis association, Tuesday night, Director John E. Trost, who is a member of the Legislative Committee, introduced the subject. He stated that all indications pointed to the legislation in question being made an issue of the coming political campaign and that it was time that steps were taken to safeguard the interests of the retail merchants by pledging the candidates, says "Eli Grocer."

"Let us put it up to them so that they will have to declare themselves for or against the laws we propose to have introduced," said Mr. Trost. "I propose that we appoint a committee to work in this matter in conjunction with the State Association's Legislative Committee."

Lengthy discussion of the subject followed Mr. Trost's remarks and it was the concensus of opinion that the time had arrived for the association to get into politics. At the conclusion President Padberg announced that he would select the committee at an early date.

EUREKA'S WHOLESALE HOUSE

Eureka, Humboldt County, has just blossomed out with a full-fledged wholesale house, having a capital of $200,000. It is to be known as the Humboldt Commercial Co. Mr. Wm. Cluff of the William Cluff Co., of this city, Mr. G. W. Downey, Secretary of the same concern and Messrs. Stern of Eureka, who have long been the proprietors of the Humboldt Commission Co., are the prime movers in the new enterprise, the latter parties owning the controlling interest. The concern expects to tap Del Norte County and Southern Oregon as well as Humboldt and other adjacent territory.

NEW CANNERY PLANNED

The California Fruit Canners' Association has purchased the block of land bounded by Beach, Jefferson, Leavenworth and Hyde streets, North Beach, upon which it will erect what will be the largest cannery in the world. The entire block will be covered with a four to six story structure made entirely of re-inforced concrete and class A in every detail. It's output will be 800,000 cases of fruit and when running full time and force, there will be 2500 people employed there. Arrangements have been made whereby railroad tracks will run right into the building so that cars can be loaded under cover at all times.

KENNEDY IN HARNESS

P. J. Kennedy, the popular grocery salesman, who was connected for so many years with the Wm. Cluff Co., has associated himself with J. H. Newbauer & Co. in a letter to the trade, he says:

"I have assumed sole management of the City Department of this well known firm, and I wish to state that you will receive at my hands the same just and courteous treatment that I have always extended to the San Francisco grocer in days past. Rest assured that your interests are identical with my own, and that my earnest attention will be given the minutest detail. My twenty years experience in the wholesale grocery business will be at your service for your best interests."

Reports from Eastport, Me., says that "sardines" continue decidedly scarce, and the indication now points to a pack of sardines of scarcely 1,000,000 cases, or less than half last year's pack.

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts..... .90
PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50

Barkeeper's Friend Powder, gr. $18.65

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. J. T. WILSON, Pacific Coast Agt., 2871 16th St., S. F.

For sale by all dealers. Also the Barkeepers' Savoy Alkali Floor Powder, containing no grease.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

GINGER ALE

BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and Iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Cash Prices 2 Doz. per case.

Clerk's Corner.

MEAL HOURS.

Some Suggestions For the Consideration of Store Assistants.

"Beware of copying great men's faults!"

This has been said as a warning to beginners in litreature.

The admonition has its place, however, as a warning to us in our daily work around the grocery store.

If you notice that "the old man," is lax in his treatment of customers or over-punctilious about getting away to his meals exactly on time—with probably a corresponding laxity about getting back promptly—do not jump to the conclusion that you can do that also. It is desirable that your meals should be had regularly; but do not "break things off short" with a customer, or otherwise emphasize your own needs or importance in order to get home promptly.

How a Sale Was Lost.

Some time ago a lady was looking at some crockery in a large grocery store. The store is kept by two partners, an older and a younger man. The older man was waiting on the lady and showing her the dishes of which she was selecting an assortment amounting to $4 or $5. Happening to look up, the lady noticed the younger man motioning in a suggestive way to the older man and indicating the clock. As it was near six in the evening, she concluded they wanted to close, and she thereupon suggested that she could come again, if they wanted to close. But she was assured that they were going to be open all evening, and there was no hurry. Thus she kept on looking at the dishes. Soon she noticed the younger man again motioning more impatiently than ever, and she got the idea finally that what was wanted was that the older man should go to supper; so she went away and left matters where they were without purchasing.

What Might Have Been.

Had the younger man come up frankly and suggested politely to the other, thus: "Mr. Griffin, it is your time for supper, and, if Mrs. Jenkins doesn't mind, I'll go on with her order and let you go," all would have been well, and the probability is that Mrs. Jenkins would have bought her crockery just as effectively from the junior as from the senior partner. It was all a breach of tact—that most valuable characteristic of the truly successful salesman.

It is important, as I have said, that you should go to meals on time. Well do I remember how often my wife used to ask me to try to be regular about my meals, so she might know how to plan in order to serve things hot, in good condition; and also in order that the family might be together in a homelike way at this most proper time.

F oryears I thought I could not do it, being accustomed to the old idea that business was of such paramount importance that all other things had to fit into its demands. But I finally hit on a plan which made all that was desirable possible, and I have kept to it ever since. I make it a point to send everyone to dinner just as nearly the right time as possible, by taking away his work in just the tactful way indicated. Then I insist on every man's getting back with equal promptness. Thus I am ready to go myself at the proper time.

Every clerk can work out this oftimes vexatious problem for himself if he will think a little and then talk it over with others and the "old man." —Modern Grocer

---

It has been said by some one that it is cheaper to buy goods and have them charged than to pay cash even if the price is higher. The reason given for this is that clerks will oftener forget to charge than to collect the full amount when cash is paid at the time of purchase, and enough items are overlooked to offset the higher price charged.

The investigation of adulterants has created a demand for pure foods, regardless of price. When you talk to a sane man about mixing salycilic acid, borax and coal tar dye with his food, you will find him inclined to quarrel.

While there are some clerks who shirk their duties deliberately, we think a more common way is to do it unconsciously. It is very easy to fall into the habit of adopting a careless way of forgetting little things.

NEW
SAUERKRAUT
NEW
PICKLES,
CATSUP,
ORDERS PROMPTLY DELIVERED
OURS IS THE ONLY FACTORY IN FRISCO.
Reed Pickle Works
THE OLD STAND
1507 FOLSOM, BET. 11TH and 12TH
Phone SPECIAL 228

SOCKEYES DOOMED.

Reports which have been received at Seattle from all the canning districts make it evident that the entire salmon pack of 1906 is at least 1,500,000 cases less than the pack of 1905.

A great deal of fear is felt that the sockeye salmon is doomed to extinction, and its preservation was one of the chief subjects for discussion at the joint meeting of the Canadian Fisheries Commission and the Washington Fisheries Commission at Vancouver, B. C.

The following figures, showing the size of the sockeye pack for the six years since and including 1901, strikingly show the decline of the sockeye industry, as well as what may be expected to continue to happen until there is no sockeye canning industry left unless prompt action is taken:

	Cases
1901	1,110,996
1902	342,974
1903	158,802
1904	107,943
1905	847,941
1906	176,452

The force of these figures is felt when the four-year cycle is remembered, and the packs of the various years are then compared. The four-year cycle theory has certainly been borne out by the packers' experience. The large packs of 1901 and 1905 prove it.

In every town or city there is one retail store that holds premier position. Try to win this reputation for your establishment. It can be won by giving close attention to every detail, by setting an example for politeness and courteous treatment, that will be reflected throughout your staff of assistants and win trade for you.

The fall season is close at hand and the character of the demand for grocery goods will be decidedly different than during the summer months. Have you planned to re-arrange your store for the change in demand so that the seasonable goods will be attractively displayed and convenient to the customer who is in a hurry?

Canned corn is the quietest card in the deck. No one seems to be taking any interest in it. Brokers are not pushing its sale and buyers are not inquiring for it. It is anticipated that there will be a large packing of corn which, with the heavy carry-over of about four million cases, will keep the market depressed for some time yet to come.

It is reported that there is only 50 per cent of the average Spanish raisin crop. The fruit is of fine quality, and so far the weather has been favorable for the proper curing of the grapes. Prices are from 20 to 30 per cent higher than last year.

SPOKANE NEWS.

Spokane, Wash., Oct. 24. — Forty members of the Spokane Jobbers' association made a trip into the Palouse country in eastern Washington and northwestern Idaho in a special train over the Oregon Railway & Navigation and Northern Pacific lines, Oct. 17 and 18, the purpose being to visit their customers, view the rapidly growing country and get better acquainted with the needs. The party stopped at Pullman and Palouse, Wash., Moscow and Potlatch, Ida. The visitors were entertained in the various towns and cities and returned highly pleased with their outing.

After Box-Car Peddlers.

Members of the Spokane Grocers' Association at their last meeting heard complaints regarding certain dealers, who are selling goods in bulk or unbroken packages at wholesale prices to customers in Spokane and in the surrounding country to a distance of 100 miles. It is claimed these persons get their stocks from regular wholesalers, in some cases erasing the jobbers name from the packages before delivering them to their customers. These methods were strongly denounced as a species of a commercial outlawry and it was decided to make an effort to check the practice.

What is looked upon as a test case was begun a few days ago, when suit was filed by Carl M. Trunk and D. F. Clark of the firm of Trunk and Clarke against B. L. Gordon & Co., Benham & Griffith, Boothe-McClintock Co., Powell-Sanders Co., F. D. Carbary, Pete Nelson, M. E. Hay and T. E. Hay for $20,000 damages, the complainant alleging that defendants have ruined the plaintiffs' business by refusing to sell goods to them. The plaintiffs ask that a temporary injunction be issued restraining the defendants from in any way interfering with the business of the plaintiffs by refusing to sell goods to them.

Miscellaneous Paragraphs.

Stockholders of the Greenough Brothers Company at a special meeting in Spokane a few days ago increased the capital from $50,000 to $100,000, and decided to enlarge the various grocery and provision departments. The trustees of the concern are: T. L. Greenough, J. B. Greenough and W. D. Greenough, who are heavily interested in the Coeur d'Alene mines. The firm succeeded the Sloan-Paine Co.

P. R. Erickson, a pioneer grocer of Spokane, has bought the stock of E. W. Gaff of Spokane and will unite both establishments in a larger building on Third Avenue, where he will add half a dozen departments inserting about $50,000.

John McCullough has awarded a contract to W. W. Hyslop, architect, to prepare plans for a $150,000 brick store structure on Monroe street, where he will put in a larger stock of groceries and provisions.

Frankel, Gerdts & Co. are still looking for more cigar makers notwithstanding the fact that their force was recently increased considerably by a number of workmen who were sent here from the East. The increased cost of tobacco has not caused them to raise prices or cut down the sizes of their cigars and they announce that the present standards will be upheld.

TOBACCO

Sam Newmark, who always aimed at something decidedly distinctive, has not fallen off any in the design of his new store on the corner of Van Ness and Eddy streets.

Ehrman Bros. & Co., are rapidly recovering from the disturbances of business attending the earthquake, and city trade in particular is fast assuming its old dimensions with them.

J. H. Newbauer & Co. are doing a very heavy trade in the Sanchez & Hermanos cigar and state that they are now being assisted in this work by Dave Michaels, who is the western representative of the manufacturers.

J. Goldstone has opened a fine cigar store on Geary just off Van Ness Ave.

The M. Blaskower Co., wholesale and retail dealers at 1117 Van Ness Ave are doing a good business in both departments.

Mr. Rinaldo of Rinaldo Bros. & Co. is away this week on a short business trip to Los Angeles.

Willard Bros., at 1718 Devisadero street, report a good trade on all lines handled. They are the only wholesalers in the Devisadero street section, and are naturally getting in a lot of trade owing to their location, aside from a good trade which they control in other parts of the city and State.

The wholesale and retail cigar store of F. E. Boge at 590 Hayes street, has been doing three or four times the amount of business it was before the fire and when the car line on this street is again in operation trade will be still further increased.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

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Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

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ALWAYS UNIFORM!
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B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer, for dipping grapes, spraying trees, etc.

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Advertisement
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Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

COLONIAL THEATRE

The presentation of Bret Harte's play, "Tennessee's Pardner" at the Colonial is worthy of the San Francisco of the olden times. Frank Bacon as "Gewhilaker Hay" is exceedingly funny. He is supported by a strong company who help him make the most of an intensely interesting story. The staging is very effective.

DAVIS THEATRE.

"Barbara Fidgetty," at the Davis Theatre, is very funny even to those who have not seen Fitch's play "Barbara Frietchie" which it burlesques. Rice & Cady have funny roles which they make the most of. Lillie Sutherland makes the particular hit of the show with her "Old Virginia" song. There are numerous new and catchy songs and the chorus appears to good advantage.

CENTRAL THEATRE

Kolb & Dill and Ben. T. Dillon with the "beauty chorus" are still illuminating "I. O. U." the musical farce in which all sorts of fun is poked at unions, walking delegates, strikes, etc. It is well worth an evening's time.

THE CHUTES.

The "Day in the Alps" is still a strong attraction at the Chutes although the crowds never seem to tire of the Scenic Railway, the Chutes, the Flume, the Circle Swing and other concessions. The Orpheum performance in the big theatre is of usual excellence.

The tomato packers are in a serious situation. They have not packed enough to fill their contracts, and the cold snap and heavy frost have ruined the crop and stopped the packing in some localities, and in others the frost will soon do the same. There will be a very short pack in the West as well as in the East.

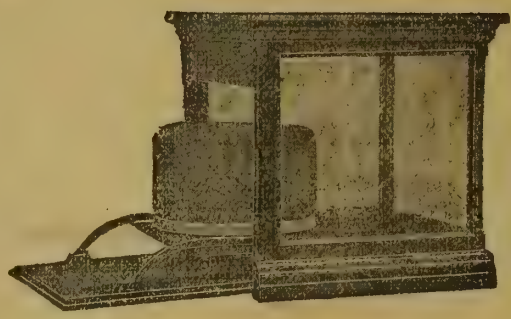
The deadbeat problem is one which is in the retailers' own hands for solution. It is a serious problem in a great majority of towns all over the United States, but not in such towns as have strong organizations of retailers. The deadbeats flourish best where the local merchants are unorganized.

Confidence of customers is an important asset for the merchant. It requires something more than honesty, too. The honest but ignorant merchant cannot gain a great degree of confidence. He must know his goods.

It is estimated that the Mexican tobacco crop this year will amount to 25,000,000 pounds. Mexican tobacco is almost equal to the Cuban, and the industry is in a flourishing condition.

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increaseed sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

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Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake

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THE QUALITY

CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.**
That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is
Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE.**
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To the Production Of

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THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, NOV. 2, 1906. VOL. 11, NO. 43.

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SOME REASONS WHY

YOU SHOULD JOIN

THE

California Retail Grocers and Merchants Association

FIRST—To assist in securing better laws.

SECOND—To prevent the passage of unfavorable laws.

THIRD—To prevent the repeal of favorable laws now on our statute books.

FOURTH—To prevent wholesalers frof retailing.

FIFTH—To perfect a collection and credit rating system.

SIXTH—To assist in securing better profits by having manufactureres establish retail prices.

SEVENTH—To assist the National Association in securing National reforms, such as making government employes pay their bills, working against the parcels post, etc.

EIGHTH—To secure the co-operation of the other grocers of the State in abating any abuses that may effect YOU.

WE NEED YOUR HELP

California Retail Grocers' and Merchants' Association

FRANK B. CONNOLLY, Secretary

1714 Webster Street, - - - - - San Francisco.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., NOV. 2, 1906, VOL. 11. NO. 43.

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POINTS TO WATCH.

COFFEE—

About 1,000 bags of Central American coffees were destroyed in the warehouse fire last week. Supplies were already short. This has strengthened the market.

RICE—

Inclement weather has hurt the growing crop.

RAISINS—

Growers are getting as high as 5¼, sweat box, for raisins, which means 8c, Fresno, in car lots, for fancy seeded.

IMPORTED FIGS—

The price in Smyrna of imported figs for October shipment are fully 1c higher than for September shipment.

HONEY—

The crop is short in nearly every part of the United States.

SARDINES—

American are only half a pack. French and Spanish are in short supply.

M. J. Brandenstein & Co. have their old site cleaned of debris. It is the firm's intention to rebuild imediately. A structure far superior to the one burned will be erected, reinforced concrete being used. In the meantime they will occupy their present temporary quarters on Mission street next door to the old site.

DO YOU NEED THEM?

Study These Laws That the State Association Proposes to Produce at the Next Legislature.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 50 per cent cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables shrewd to fleece merchants obtaining money under false pretenses and go [illegible] without danger of punishment.

BAKERS PROTECT GROCERS.

Los Angeles Trade Find Their Profits Guaranteed According to Agreement.

(By J. F. Paulding.)

Los Angeles, Oct. 19, 1906.—Every retail grocer in Southern California, especially those in the city of Los Angeles, will remember the controversy between the Association and the bakeries about three years ago when bread was raised from 22 loaves for a dollar to 25 loaves for a dollar. There were many complaints at the time from grocers because the profit was cut to 25 per cent on the investment in place of 40 to 45 per cent.

The bakers claimed that they were compelled to raise the price of bread on account of labor unions and because of flour prices having raised.

Bakers Make Concessions.

The Association appointed a committee to meet with the bakers and after a consultation the bakers agreed to give 26 loaves for a dollar in place of 25. This gave the retailer a profit of 30 per cent. on his investment in place of 25 per cent. But the grocers had to stand the loss on their stale bread. This was more satisfactory than the profit of 25 per cent., but was not equal to what they had been getting.

After a short time all seemed comparatively well satisfied with conditions because there was little doubt but what the bakers claim that owing to prevailing conditions was well founded. **The bakers all adopted a rule that they would not sell bread to any dealer who sold bread for less than 5 cents straight.** This pleased the grocers, inasmuch as they were assured of an [illegible] price of 5 cents straight.

Promise of a Change.

The bakers, however, agreed that

(Continued on Page 12.)

PURE FOOD LAW.

Methods to Be Followed in Enforcing the Provisions of the National Enactment.

A commission was appointed by the Secretaries of the Treasury of Agriculture and of Commerce and Labor, to formulate rules and regulations for the uniform enforcement of the National Pure Food Law, which goes into effect Jan. 1st, 1907. This commission consisted of Dr. H. W. Wiley, James L. Gerry and S. N. D. North.

This commission recommended that the following regulations be adopted. The secretaries formally adopted them on Oct. 17th, 1906.

The following, then, are the regulations of the new food law:

REGULATION 1—Short Title of the Act.

The act, "For preventing the manufacture, sale, or transportation of adulterated, or misbranded, or poisonous, or deleterious foods, drugs, medicines, and liquors, and for the regulating traffic therein, and for other purposes," approved June 30, 1906, shall be known and refered to as "The Food and Drugs Act, June 30, 1906."

REG. 2—Original Unbroken Package.

The term "original unbroken package," as used in this act, is the original package, carton, case, can, box, barrel, bottle, phil or other receptacle put up by the manufacturer, to which the label is attached, or which may be suitable for the attachment of the label, making one complete package of the food or drug article. The original package contemplated includes both the wholesale and the retail package.

REG. 3—Collection of Samples.

(Section 4.) Samples of unbroken packages shall be collected only by the authorized agents of the Department of Agriculture; or by the health food, or drug officer of the State, Territory, or the District of Columbia, when commissioned by the Secretary of Agriculture for this purpose.

Samples may be purchased in the open market, and if in bulk the marks, brands or tags upon the package, carton, container, wrapper, or accompanying printed or written matter shall be noted. The collector shall also note the names of the vendor or agent through whom the sale was actually made, together with the date of the purchase. The collctor shall purchase representative samples.

A sample shall be divided into three parts, and each part shall be labeled with the identifying marks. All samples shall be sealed by the colector with a seal provided for the purpose. If the package be less than four pounds, or in volume less than two quarts, three packages of approximately the same size shall be purchased and the marks and tags upon each noted as above. One sample shall be delivered to the party from whom purchased or to the party guaranteeing such merchandise. One sample shall be sent to the Bureau of Chemistry, or to such a chemist or examiner as may be designated by the Secretary of Agriculture, and the third sample shall be held under seal by the Secretary of Agriculture.

REG. 4—Methods for Analysis.

(Section 4.) Unless otherwise directed by the Secretary of Agriculture, the methods of analysis employed shall be those prescribed by the Association of Official Agricultural Chemists and the United States Pharmacopoeia.

REG. 5—Hearings.

(Section 4.) (a) When the examination or analysis shows that the provisions of the food and drugs act, June 30, 1906, have been violated, notice of that fact, together with a copy of the findings, shall be furnished to the party or parties from whom the sample was obtained or who executed the guaranty as provided in the food and drugs act, June 30, 1906, before the Secretary of Agriculture or such other official connected with him for that purpose. Hearings shall be heard at a place to be designated by the Secretary of Agriculture, most convenient for all parties concerned. These hearings shall be private and confined to questions of fact. The parties interested therein may appear in person or by attorney and may propound proper interrogatories and submit oral or written evidences to show any fault or error in the findings of the analyst or examiner. The Secretary of Agriculture may order a re-examination of the sample or have new samples drawn for further examination.

(b) If the examination or analysis be found correct, the Secretary of Agriculture shall give notice to the United States District Atorney as prescribed.

(c) Any health, food or rdug officer or agent of any State, Territory, or the District of Columbia, who shall obtain satisfactory evidence of any violation of the food and drugs act, June 30, 1906, as provided in section 5 thereof, shall first submit the same to the Secretary of Agriculture, in order that the latter may cause notice to be given to the guarantor or to the party from whom the sample was obtained.

REG. 6—Publication.

(Section 4.) (a) When a judgment of the Court shall have been rendered, there may be a publication of the findings of the examiner or analyst, together with the findings of the Court.

(b) This publication may be made in the form of circulars, notices, or bulletins, as the Secretary of Agriculture may direct, not less than thirty days after judgment.

(c) If any appeal be taken from the judgment of the court before such publication, notice of the appeal shall accompany the publication. .....

REG. 7—Standard for Drugs.

(Section 7.) (a) A drug bearing a name recognized in the United States Pharmacopoeia of National Formulary, without any further statement respecting its character, shall be required to conform in strength, quality and purity, to the standards prescribed or indicated for a drug of the same name recognized in the United States Pharmacopoeia or National Formulary, official at the time.

(b) A drug bearing a name recognized in the United States Pharmacopoeia or National Formulary, and branded to show a different standard of strength, quality or purity, shall not be regarded as adulterated if it conforms to its declared standard.

REG. 8—Formulas—Proprietary Foods.

(Section 8, last paragraph.) (a) Manufacturers of proprietary foods are only required to state upon the label the names and percentages of the materials used, in so far as the Secretary of Agriculture may find this to be necessary to secure freedom from adulteration and misbranding.

(b) The factories in which the proprietary foods are made shall be open at all reasonable times to inspection provided for in Regulation 16.

REG. 9—Form of Guaranty.

(a) No dealer in food or drug products will be liable to prosecution if he can establish that the goods were sold under a guaranty by the wholesaler, manufacturer, jobber, dealer, or other party residing in the United States from whom purchased.

(b) A general guaranty may be filed with the Secretary of Agriculture by the manufacturer or dealer and be given a serial number, which number shall appear on each and every package of goods sold under such guaranty with the words "Guaranteed under the food and drugs act, June 30, 1906."

(c) The following form of guarantee is suggested:

I (we), the undersigned, do hereby guarantee that the articles of foods or drugs manufactured, packed, distributed, or sold by me (us) (specifying the same as fully as possible) are not adulterated or misbranded within the meaning of the Food and Drugs Act, June 30, 1906.

(Name and place of business of wholesaler, dealer, manufacturer, jobber or other party.)

(d) If the guarantee be not filed with the Secretary of Agriculture as above, it should identify and be attached to the bill of sale, invoice, bill of lading, or other schedule giving the names and quantity of the articles sold.

ADULTERATION—REG. 10.—Confectionery.

(Sec. 7.) (a) Mineral substance of all kinds (except as provided in Regulation 15) are specially forbidden in confectionery whether they be poisonous or not.

(b) Only harmless colors or flavors shall be added to confectionery.

(c) The term "Narcotic drugs" includes all the drugs mentioned in section 8, food and drugs act, June 30, 1906, relating to foods their derivatives and preparations and all other drugs of a narcotic nature.

REG. 11—Substances Mixed and Packed with Foods.

(Section 7 ,under "Foods") No substance may be mixed or packed with a food product which will reduce or lower its quality or strength. Not included under this provision are substances properly used in the preparation of food products for clarification or refining, and eliminated in the further process of manufacture.

REG. 12—Coloring, Powdering, Coating and Staining.

(Section 7 under "Foods.")

(a) Only harmless colors may be used in food products.

(b) The reduction of a substance to a powder to conceal inferiority in character is prohibited.

(c) The term "powdered" means the application of any powdered substance to the exterior portion of the articles of food ,or the reduction of a substance to the exterior portion of foods which in any way alters their natural tint.

REG. 13.—Natural Poisonous or Deleterious Ingredients.

(Section 7, paragraph 5, under "Foods")

Any food product which contains naturally a poisonous or deleterious ingredient does not come within the provisins of the food and drugs act June 30, 1906, except when the presence of such ingredient is due to filth, putrescence or decomposition.

REG. 14—External Application of Preservatives.

(Section 7, paragraph 5, under "Foods" proviso.)

(a) Poisonous or deleterious preservatives shall only be applied externally, when they and the food products shall of a character which shall not permit the permeation of any of the preservative to the interior or any portion of the interior, of the product.

(b) When these products are ready for consumption if any portion of the added preservative shall have penetrated the food product, then the proviso of section 7, paragraph 5, under "Foods" shall not obtain, and such products shall then be subject to the regulations for food products in general.

(c) The preservative applied may be of such a character, that until removed, the food products are inedible.

REG. 15.—Wholesomeness of Colors and Preservatives.

(a) Respecting the wholesomeness of

colors, preservatives and other substances which are added to foods, the Secretary of Agriculture shall determine from chemical or other examination, under the authority of the agricultural appropriation act, Public 382, approved June 30, 1906, the names of those substances which are permitted or inhibited on food products; and such findings, when approved by the Secretary of the Treasury and the Secretary of Commerce and Labor, shall become a part of these regulations.

(b) The Secretary of Agriculture shall determine from time to time, in accordance with the authority conferred by the agricultural appropriation act, Public 382, approved June 30, 1906, the principals which shall guide the use of colors, preservatives and other substances added to the foods; and when concurred in by the Secretary of the Treasury and the Secretary of Commerce and Labor ,the principals so established shall become a part of these regulation.

REG. 16.—Character of the Raw Materials.

(Section 7, paragraph I, under "Drugs"; paragraph 6, under "Foods")

(a) The Secretary of Agriculture, when he deems it necessary, shall examine the raw material used in the manufacture of food and drug products and determine whether any filthy, decomposed or putrid substance is used in their preparation.

(b) The Secretary of Agriculture shall make such inspections as often as he may deem necessary.

REG .17—Misbranding .

(Section 8) (a) The term "label applies to any printed ,pictoral, or other matter upon or attached to any package of a food or drug product, or any container thereof.

(b) The principal label shall consist, first, of all words which the food or drug act, June 30, 1906, specifically requires, to wit, the name of the substance or product; the name of place of manufacture in the case of food compounds or mixtures; words which show that the articles are compounds, mixtures, or blends; the words "compound," "mixture" or "blend"; or words designating the substances or their derivatives and proportions; required to be made in the case of drugs and foods. All these required words shall appear upon the principal label with no intervening descriptive or explanatory reading matter. Second, if the name of the manufacturer and place of manufacture be given, they shall also appear upon the principal label. Third, elsewhere upon the princip label other matter may appear in the discretion of the manufacturer.

(c) The principal label on foods or drugs for domestic commerce shall be printed in English (except as provided in regulation 9) with or without the foreign label in the language of the country where the food or drug product is produced or manufactured. The size of type shall not be smaller than 8-point (brevier) caps: Provided, That in case the size of the package will not permit the use of 8-point cap type the size of the type may be reduced proportionally.

(d) Descriptive matter upon the label shall be free from any statement, design or device regarding the article or the ingredients of substances contained therein, or quality thereof, or place of origin, which is false or misleading in any particlar.

(e) The form, character and appearance of the labels, except as is provided above ,are left to the judgment of the manufacturer.

(f) An article containing more than one food product or active medicinal agent is misbranded if named after a single constituent.

(g) The term "design' 'or "device" applies to pictoral matter of every description, and to abbreviations, characters, or signs for weights, measures, or names of substances.

(h) The use of any false of misleading statement ,design or device, shall not be justified by any statement given as the opinion of an expert or other person, appearing on any part of the label ,nor by any descriptive matter explaining the use of the false or misleading statement, design or device.

(i) The regulation regarding the principal label will not be enforced until October 1, 1907, in the case of labels printed and now on hand, whenever any statement therein contained which is contrary to the food and drugs act, June 30, 1906, as to characer of contents, shall be corrected by a supplemental label, stamp or plaster. All other labels now printed and on hand may be used without change unti October 1, 1907.

REG. 18—Name and Address of Manufacturer.

(Section 8.) (a) A simple or mixed food or drug product not bearing a distinctive name shall be designated by its common name in the English language or ,if a drug, by any name recognized in the United States Pharmacopoeia or National Formulary. No further description of its components or qualities is required ,except as to content of alcohol, morphine etc.

(b) The use of a geographical name in connection with a food or drug product will not be deemed a misleading when by reason of long usage it has come to represent a generic term and is used to indicate a style, type or brand, but in all such cases the State or Territory where such article is manufactured or produced shall be stated upon the principal label.

(c) A foreign name which is recognized as distinctive of a product of a foreign country shall not be used upon an article of domestic origin except as an indication of the type or style or quality of manufacture and then only when so qualified that it cannot be otherwise for sale under the name of a foreign article.

REG. 20—Distinctive Name.

REG. 19.—Character of Name.

(a) A simple or mixed food or drug product not bearing a distinctive name shall be designated by its com-

MAPLEINE

A

STAPLE ARTICLE



It has won a reputation on merit.

It does not interfere with maple syrup sales, as the difference in price in producing the syrup commends it to a class who do not buy maple syrup.

Mapline is a profitable addition to the stock of any grocer.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

mon name in the English language, or, if a drug, by any name recognized in the United States Pharmacopoeia or National Formulary. No further description of its components or qualities is required, except as to content of alcohol, morphine, etc.

(a) A "distinctive name" is a trade, arbitrary or fancy name which clearly distinguishes a food product, mixture or compound, from any other food product, mixture or compound.

(b) A distinctive name shall not be one representing any single constituent of a mixture or compound.

(c) A distinctive name shall not misrepresent any property or quality of a mixture or compound.

(d) A distinctive name shall give no false indication of origin, character, or place of manufacture, nor lead the purchaser to suppose that it is any other food or drug product.

REG. 21—Compounds, Imitations, or Blends Without Distinctive Name.

(a) The term "blend" applies to a mixture of like substances, not excluding harmless coloring or flavoring ingredients used for the purpose of coloring and flavoring only.

(b) If any age is stated, it shall not be that of a single one of its constituents, but shall be the average of all constituents in their respective proportions.

(c) Coloring and flavoring cannot be used for increasing the weight or bulk of a blend.

(d) In order that colors or flavors may not increase the volume or weight of a blend, they are not to be used in quantities exceeding 1 pound to 800 pounds of the blend.

(e) A color or flavor cannot be employed to imitate any natural product or any other product of recognized name or quality.

(f) The term "imitation" applies to any mixture or compound which is a counterfeit or fraudulent simulation of any article of food or drug.

REG. 22—Articles Without a Label.

(Section 8, Paragraph 1, under "Drugs," Paragraph 1, under "Foods."

It is prohibited to sell or offer for sale a food or drug product bearing no label upon the package or no descriptive matter whatever connected with it, either by design, device or otherwise, if said product be an imitation of or offered for sale under the name of another article.

REG. 23—Proper Branding Not a Complete Guaranty.

Packages which are correctly branded as to character of contents, place of manufacture, name of manufacturer, or otherwise, may be adulterated and hence not entitled to enter into interstate commerce.

REG. 24.—Incompleteness of Branding.

A compound shall be deemed misbranded if the label be incomplete as to the names of the required ingredients. A simple product does not require any further statement than the name or distinctive name hereto, except as provided in regulation 19 (a) and 28.

REG. 25—Subsitution.

(a) When a substance of a recognized quality commonly used in the preparation of a food or drug product is replaced by another substance not injurious or deleterious to health, the name of the substituted substance shall appear upon the label.

(b) When any substance which does not reduce, lower or injuriously affect its quality or strength, is added to a food or drug product, other than that necessary to its manufacture or refining, the label shall bear a statement to that effect.

REG. 26—Waste Materials.

When an article is made up of refuse materials, fragments or trimmings, the use of the name of the substance from which they are derived, unless accompanied by a statement to the effect, shall be deemed a misbranding. Packages of such materials may be labeled "pieces," "stems," "trimmings," or some similar appelation.

REG. 27—Mixtures and Compounds with Distinctive Names.

(a) The terms "mixtures" and "compounds" are interchangeable and indicate the results of putting together two or more foods.

(b) These mixtures and compounds shall not be imitations of other articles, whether simple, mixed or compound, or offered for sale under the name of other articles. They shall bear a distinctive name of the place where the mixture or compound has been manufacturd or produced.

(c) If the name of the place be one which is found in the different states, territories or countries, the name of the place must be stated.

REG. 28.—Substances Named in Drugs or Foods.

(a) The term "alcohol" is defined to mean common or ethyl alcohol. No other kind of alcohol is permissabe in the manufacture of drugs except as specified in the United States Pharmacopoia or aNtional Formulary.

(b) The words alcohol, morphine, opium, etc., and the quantities and proportions thereof, shall be printed in letters corresponding in size with those prescribed in Regulation 17, paragraph (e).

(c) In case the actual quantity or proportion is stated it shall be the average quantity or proportion with the variations noted in Regulation 29.

REG. 29—Statement of Weight or Measure.

(a) A statement of the weight or measure of the food contained in a package is not required. If any such statement is printed, it shall be a plain and correct statement of the average net weight or volume, either on or immediately above or below the principal label and the size of the letter specified in Regulation 17.

(b) A reasonable variation from the stated weight for individual packages is permissable, provided this variation is as often above as below the weight of volume stated. This variation shall be determined by the inspector from the changes in the humidity of the atmosphere, from the exposure of the package to variation, or to absorption of water, and to the reasonable variations which attend the filling and weighing or measuring of a package.

REG. 30—Method of Stating Quantity of Proportion.

In the case of alcohol the expression "quantity" or "proportion" shall mean the average percentage by volume in the finished product. In the case of the other ingredients required to be named upon the label, the expression "quantity" or "proportion" shall man grains and minims per ounce or fluid ounce and also, if desired, the metric equivalents therefor or milligrams per gram or per cubic centimeter, or grams or cubic centimeters per kilogram or per liter; provided that these articles shall not be deemed misbranded if the maximum of quantity or proportion be stated as required in Regulation 28.

EXPORTS AND IMPORTS OF FOODS AND DRUGS.

REG. 31.—Preparation of Food Products for Export.

(a) Food products intended for export may contain added substances not permitted in foods intended for interstate commerce, when he addition of such substances does not conflict with

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

the laws of the country to which the food products are to be exported and when such substances are added in accordance with the directions of the foreign purchaser or his agent.

(b) The exporter is not required to furnish evidence that goods have been prepared or packed in compliance with the laws of the foreign country to which the said goods are intended to be shipped but such shipment is made at his own risk.

(c) Food products for export under this regulation shall be kept separate and labeled to indicate that they are for export.

REG. 32—Imported Food and Drug Products.

(a) Meat and meat food products imported into the United States shall be accompanied by a certificate of official inspection of a character to satisfy the Secretary of Agriculture that they are not dangerous to health, and each package of such articles shall bear a label which shall identify it as covered by the certificate, which certificate shall accompany or be attached to the invoice on which entry is made.

(b) The certificate shall set forth the official position of the inspector and the character of the inspection.

(c) Meat and meat food products as well as all other food and drug products of a kind forbidden entry into, or forbidden to be sold or restricted in sale in the country in which made or from which exported, will be refused admission.

(d) Meat and foor products which have been inspected and passed through the customs may, if identity is obtained, be transported in interstate commerce.

REG. 33—Declaration.

All invoices of food or drug products shipped to the United States shall have attached to them a declaration of the shipper, made before a U. S. consular officer as follows:

I, the undersigned, do solemnly and truly declare that I am the (Manufacturer, agent or shipper) of the merchandise herein mentioned and described, and that it consists of food and drug products which contain no added substance injurious to health.

These products were grown in——— (County) and manufactured in ——— (County) by ——— (Name of manufacturer) during the year ——, and are exported from ———. (City) and consigned to ——— (City). The products bear no false labels or marks, contain no (same) added coloring, matter or perservative ———, (name of added matter or perservative) are not of a character to cause prohibition or restriction in the country where made or from which exported.

Dated at —— this — day of ——-, 19--- Signed———

(b) In the case of importations to be entered at New York, Boston, Philadelphia, Chicago, San Francisco, New Orleans, or other ports where food and drug inspection laboratories shall be established, this declaration shall be attached to the invoice on which entry is made. In other cases the declaration shall be attached to the copy of the invoice sent to the Bureau of Chemistry.

REG. 34—Denaturing.

Unless otherwise declared on the invoice or entry, all substances ordinarily used as food products will be treated as such. Shipments of substances ordinarily used as food products intended for technical purposes must be accompanied by a declaration stating the fact, and must be so denatured as to prevent their use as foods.

REG. 35—Bond Imported Foods and Drugs.

Unexamined packages of food and drug products may be delivered to the consignee prior to the completion of the examination to determine whether the same are adulterated, [illegible] by the [illegible] to the customs custody.

REG. 36—Notification of Violation of The Law.

If the sample or [illegible] tion be found not to comply with the law, the importer shall be notified of the nature of the violation, the time and place at which the final action will be taken [illegible] clusion of the shipment, and [illegible] which evidence may be [illegible] Bureau of Chemistry [illegible] F. R. S. 2, 20.).

REG. 37—Appeal to Secretary of Agriculture and Remuneration.

All applications for relief from decisions arising under the law shall be addressed to the Secretary of Agriculture, and all vouchers and receipts [illegible] samples shall be filed with the chief of the inspection, who shall forward the same, with his recommendation, to the Department of Agriculture for action.

REG. 38—Shipment Beyond the Jurisdiction of the United States.

The time allowed the importer for representations regarding the shipment may be extended at his request to permit him to secure such evidence as he desires, provided that this extension of time does not entail any expense to the Department of Agriculture. If, at the expiration of this time, in view of the data secured in inspecting the samples and [illegible] submitted by the manufacturer, [illegible] cannot be [illegible] United States, the Secretary [illegible] the Treasury to [illegible] shipment in question to the country [illegible] the jurisdiction of the United States.

REG. 39—Application of Regulations.

These regulations [illegible] domestic [illegible] which are prepared [illegible] in interstate or foreign commerce under the meat inspection law and the regulations [illegible] enforce such provisions.

REG. 40—Alteration and Amendment of Regulations.

These regulations may be altered and amended at any time, without previous notice, with the concurrence of the Secretary of [illegible] Commerce and Labor.

Leslie M. Shaw,
Secretary of the Treasury.
James Wilson,
Secretary of Agriculture.
Victor H. Metcalf,
Secretary of Commerce and Labor.
Washington, D. C.

Some merchants [illegible] to be [illegible] a favor or some [illegible] at a customer because they fear he may think [illegible] The sensible [illegible] wants to sell his goods [illegible] He will appreciate a favor and will be glad [illegible] just as much. Make the smile as genuine as you can. The smile and the kindness are [illegible] worthy.

Sterling [illegible] A few years [illegible] metal [illegible] the excessive [illegible]

[illegible] of fruit that will [illegible] year. The [illegible] There [illegible] to the [illegible] California apple [illegible] of last year's [illegible] Its shipments [illegible] from the California orchards.

There [illegible] Oregon and in Idaho. The [illegible] of prunes in the United States [illegible] pounds, or about 100 million pounds yearly.

Success will [illegible] the quality of the goods [illegible] rendered customers and the way [illegible] is packed. A [illegible] made of salt fish unless attention [illegible] carefully paid [illegible]

PAINLESS DENTISTRY



If [illegible] should [illegible] We [illegible]

Van Vroom
1501 Fillmore, cor. O'Farrell
San Francisco, California
Too Hot at Sixth and Market

OFFICERS AND DIRECTORS.
RETAIL GROCERS AND MERCHANTS Association of Alameda Co.
President, H. K. Duncan.
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Treasurer, G. A. Russell.
Directors, H. Hauch, A. J. Nor, H. D. Cusnin- G. Hoffman, J. Hopkins.
Secretary, R. D. Holmes.
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.
Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

DOWN TRADING STAMPS.

Alameda County Grocers Prevent the Attempt to Re-Establish These Expensive Pests.

Oakland, Calif., Oct. 24, 1906.

To The Grocers' Advocate:—The Alameda County Retail Grocers have been making strenuous efforts to fight the trading stamps in their territory, and they have been assisted by the Merchants' Exchange. All the large grocers, department stores, furnishing goods houses and other retailers, in staple lines, have agreed not to use stamps, and at the present time, outside of a few small, unimportant grocers in the outskirts, trading stamps are not used in this territory. The Merchants' Exchange have taken up the active campaign against trading stamps in lines outside of the grocery trade and have secured the following agreement:

"We, the undersigned, merchants and business men of Oakland, California, hereby agree that for a period of two years from October 1st, 1906, we will not give away, purchase, donate or accept trading stamps or any other stamps, coupons, receipts, certificates or any other coupons or agreements that will bind us to give away a percentage of our receipts to a third party."

The secretary of this association was instructed to write to the Del Monte Milling Company of San Francisco, asking that they adopt the Pacific Coast plan of placing a notice in the way of a sticker on the outside of the cases whereby they notify the purchaser that it is a condition of sale that the purchaser must agree to and maintain the retail selling prices of the Del Monte Milling Company on their goods.

It was further decided to ask the Del Monte Milling Company to make the retail selling price as follows:

Peacock Brand Self-Raising Buck Wheat, 3-lb. packages	25c
California Flap Jack Flour	15c
Primrose Wheat	15c
California Cream Flake Oats, 15c and two for	25c
Semola	25c
Nutty Grains	25c

After some discussion, it was moved that a committee of three be appointed to draft a resolution to amend the by-laws of this association so as to take in as members and charge dues ex-grocers. The motion was carried, and the following committee appointed with full power to act:

H. Hauch of Alameda, chairman, O. B. Palmer and A. Sutherland of Oakland.

DATING CANNED GOODS.

The agitation started here some years ago to have a law passed compelling packers to date the cans by means of a stamp when filled, has spread to England.

Some of those inexperienced in the business of canning claim there is danger of the meat dissolving some of the lead in the can. This, however, is disputed by the old and sound argument that follows, advanced by those with long experience in the business and by those who have made close observations covering many years.

"It is a fact," they say, "and no amount of medical testimony can get over it, that no action can take place in a can so long as it is airtight. If it is not airtight its contents would spoil at once. Men who have been in the trade for forty years offer evidence that canned goods are just as good ten years or longer after being packed as one year or one month. Many of these men can produce tins of meat and vegetables that were packed fifteen years ago, and show that the contents are as sound as ever they were.

"Any bill that proposes to make the dating of canned goods compulsory will, of course, be strenuously opposed by these experts. They maintain that it would do immense harm to the gigantic industry without conferring the remotest benefit upon the retailer."

X-RAY SELLS WELL.

Grocers everywhere are pleased with X-Ray Stove Polish since it is a good repeater and carries a very satisfactory margin. The free deal now being offered has induced many dealers to anticipate their wants considerably since they know the goods can't spoil and will sell satisfactorily.

After making strenuous efforts, J. A. Folger & Co. have been able to get together enough help to keep the big plant working to a sufficient extent to supply their trade in pretty fair shape. The rush seems to include the whole line, including teas, coffees and spices.

A. Schilling & Co., tea and coffee importers, have begun suit against the Aachen & Munich Fire Insurance Company for $6,000, and has attached the insurance company's funds in the Anglo-California Bank.

RICHMOND GROCERS' MEETING.

The success of the Pan Handle grocers in lessening neighborhood abuses is being watched with great interest throughout the city.

The grocers of the Richmond district have appealed to Secretary Cusack of the Associated Retail Grocers to help them and he has been getting the grocers of that territory together.

A meeting will be called soon, when the various problems of closing early and getting a fair price on staples will be considered.

Mr. Cusack will be glad to hear from any grocer about this matter. His office is at 1714 Webster St. The 'phone is West 3067.

SHOULD PULL TOGETHER.

Jobbers and Retailers Can Both Profit From State Association.

The jobber and the retailer should pull together. This is one thing that a state association of retailers can accomplish.

The retailer considers the jobber his friend. The jobber is his friend, and as a rule works for the interest of the retailer, says Omaha Trade Exhibit.

The jobber and the retailer can bring great pressure to bear upon the manufacturer. Manufacturers should not sell goods to catalogue houses that do business in direct competition with retailers. The reason is simply that it is grossly unfair. Retailers and jobbers in many lines are attempting to induce manufacturers in this class to reform. An earnest endeavor is being made which must inevitably bear good fruit.

The jobbers and retailers, when pulling together, are too powerful to be ignored by any manufacturer, no matter how much disposed he may be to do so. Jumping over the head of jobber and selling to the retailer is not right. But jumping over the heads of both, when they are come to an acknowledged recognition of the fact that their interests are mutual, is another proposition, a vastly harder one.

Manufacturers are not weaklings. They possess a great deal of strength, yet they can't possibly afford to ignore both retailers and jobbers, who are far too important factors in the scheme of distribution.

Note—The same conditions are true when it comes to fixing selling prices.

PUTTING IN FOUNTAINS.

A number of grocers are putting in the new Hire's Root Beer Fountains, of which the John H. Spohn Co. are the agents. These fountains are simple and take up little space. They are almost no trouble and they pay a big profit.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

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First Vice-President.
J. R. Newberry—Los Angeles, Cal.

Second Vice-President.
Fred Dresser—Portland, Ore.

Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

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Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

WHERE GROCERS DO THINGS.

Minnesota's State President Writes of Results to National President Green.

John W. Lux, president of the Retail Grocers' and General Merchants' Association, of Minnesota, has submitted to President John A. Green, of the national association, his report of the progress of organization work and of the results accomplished since he assumed control of the association. It is as follows:

My Dear Mr. Green: This has been an unusually busy year for me, and for the most of us, so that but little time has been at my command for general correspondence.

When I took the presidency of the State Association of Retail Grocers and General Merchants, it came over to me in fine condition at the close of the most enthusiastic annual convention ever held by the organization. With the prestige of that event we took up the work of organization vigorously, our active and almost invincible secretary, Mr. J. J. Ryan, being appointed field organizer and I cannot too highly commend him for his work. Results are the standpoint of success, and, thanks of him, we have the results.

Many Affiliating Associations.

In nearly every one of our eighty-five counties there are now local or county organizations, the latter wherever practical. There has been carried into these associations our interchangeable credit and collections system which was devised and founded by our former most valuable state secretary, Mr. Fred Mason. The scope of this continued work has proven of intrinsic worth to the retail merchants, rescuing for their face value innumerable credits granted customers and clearing from their books a mighty host of practically dead and unavailable outstanding bills. The pocket books and bank accounts of merchants speak eloquently and practically of the net results of this work. Moreover, the use of the system has had the effect to impress upon the merchants the vital necessity of more careful security on their book keeping—in brief, that short credits make long ffiends.

Beat Mail Order Houses.

A systematic campaign of education has been followed throughout the state regarding the mail order catalogue house cuttle-fish that with monopolistic capacity endeavors to grasp the retail business of the states and the country and crush the smaller merchants and this education has reached concerns and merchants with visible and useful results. Our state association is in harmonious co-operation with other organizations of retailers, the State Hardware association, Retail Furniture Dealers' Association, the Druggists' Association, and each and all are helpful to each other, working together for the common purpose of placing retail affairs upon a healthy, sound basis.

We have also intimate and useful relations with the State Dairy and Food department, and this is of the utmost importance to the city dealers and merchants in the outlying trade centers of the state.

Co-operate with Jobbers.

With the wholesalers and manufacturers of the state, our state organization has the pleasantest of relations and we receive from them in our work the heartiest moral and financial assistance. Their salesmen, as they visit the trade, carry the good tidings of organization, and no inconsiderable part of our success is due to the co-operation of these gentlemen. Frequently members of these wholesale firms accompany our secretary and organizer on his organization visits among the merchants, addressing the retailers and advising them to secure for themselves the benefits of good will, harmony, confidence, co-operation which is the fruit of the advancement of our cause.

What we seek is the greatest good to the greatest number, to encourage the weak, if any there be, to cheer the

[illegible] to carry the cause and people of organization, energy and [illegible] where at the [illegible] and increasing [illegible]

I am looking [illegible] you think, Mr. President [illegible] it only gives you a glimpse of the organization situation in [illegible] Other matters might be [illegible] our efforts for legislation, [illegible] roads and other subjects of public import for the benefit of our members, but that is another story and can be touched on next time.

All hail the National and its president!

J. W. Lux, President.

WANTS STATE ASSOCIATION

California and Washington have held two of the most successful state conventions of Retail Grocers and Merchants' Associations that have been held in their histories.

Is Oregon so far behind that it has to almost [illegible] to admit that it has no state organization?

The only reason we know of is the apathy of the members.

We have the [illegible] and in other respects we have the [illegible] but we do not seem to possess [illegible] siveness enough to get together on a common ground and get up at least a small organization.

We believe that a start should be made, that Oregon would soon show a spirit that is as enterprising as that shown by either of her sister states.

The needs for a state body are just as apparent as the needs for a local body.

There should be a common opinion among the members of this state as to proper laws and there should be a common defense against improper laws. The State Rating Bureau would save thousands of dollars yearly to the merchants. The [illegible] in the collection system [illegible] should there not be a common defense?

The [illegible] law will be an enemy that will be just as common [illegible] as ever to overcome.

Why not have a State Association of grocers and general merchants?

We want to hear from you, the merchants in outside towns.—Portland Grocers' Bulletin.

TRAVELERS ART APPRECIATIVE.

Mr. Aaron H. Powers, City.

Dear Sir: Yours of the [illegible] came duly to hand, but in some way it became overlooked. It should have been answered before.

Our Association appreciates the advantage of having [illegible] and reading table and I have [illegible] assistants which I assure you that they appreciate very kindly and we make your courtesy useful to us when occasion offers. I will bring your letter to the attention of our fellows as soon as possible.

With kind regards and best wishes I am,

Yours truly,
S. Moody Woods,
Secretary.

FOOD LAWS ON SARDINES

Twenty years or so ago, when American sardines were first packed, the French Government sued the American packers to try and prevent them from using the word "Sardine" on the cans. In the Supreme Court in Washington it was decided in favor of the American packers, on the ground that the name of "Sardine" was taken from the process which was first used on the coast of Sardinia, where they canned small fishes of the Pilchard family, by drying same in the air and afterwards frying the same fish so dried in boiling oil.

Most of the packers of American sardines now simply steam their fish and put same in the cans.

We are under the impression that fish packed in such a way will not be permitted to have on the tins the name of "Sardines," and if so labeled will be contrary to the National food law.

When the packing of American sardines was first started, all packed them by the drying and frying process. But duruing the last ten years or longer this process has been too slow and expensive. So the packers took to a new way of steaming or baking process so they could cheapen and increase the output of so-called sardines. —Grocery World.

BRANDING OLIVE OILS.

The U. S. Department of Agriculture has received numerous complaints respecting the fraudulent use of names of localities in the branding of olive oils coming to the United States from Italy. Upon the request from the Secretary of that Department the Department of State issued the following instructions to our consular officers:

"You are instructed to report concerning the use of fictious names of firms or individuals manufacturing olive oil or other food products in your consular district and the extent to which misbranding of the oil and other food products is carried on; and you will carefully scrutinize invoices covering such merchandise, and note upon the copy of the invoice intended for the Department of Agriculture any incorrect statements which in your opinion have been made, and where the cases are sufficiently indicative you will accompany the invoices with a full report of the facts."

Baltimore advices report that all canned peaches have greatly advanced. The whole United States was informed that the largest peach crop gathered in Maryland for fifteen years would be due this season. Not one-fifth of what was expected has been grown and delivered.

BAKERS PROTECT GROCERS.

(Continued from page 5.)

should the time arise when conditions would justify them in again lowering the price of bread they would be willing to do so.

The time for allowing the retail grocers a better profit on their bread is now at hand.

The Master Bakers' Association will, **beginning with Monday, October 22d, give the retail grocers 28 loaves of bread for a dollar,** and still refuse to sell to retail dealers who do not maintain a 5 cents straight price, providing the retail dealers will patronize those bakeries who protect the retail price.

Grocers Must Co-operate.

There are no bakeries outside of the Bakers' Association who protect the retailer. Unless the retail dealers patronize the members of the Bakers' Association, the profit on bread will be reduced to 20 per cent. in place of 40 per cent., because if no protection is given, six loaves for a quarter will be the prevailing price. This will give the grocer a profit of four loaves on the dollar instead of eight.

It is up to the retailers whether they will accept the conditions or not.

A 20 per cent. profit on bread with the dealer standing the stale loaves is not very attractive.

GOLDEN GATE

Baking Powder
Extracts
Etc.

ARE ALWAYS PROFITABLE GOODS TO HANDLE.

J. A. FOLGER & CO.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Schillings Best, 1-lb. cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Creem Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co.) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B. (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.25

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.20; Sperry's Extra Choice, $1.20; Dandelion, $1.10; Crown, Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry Flour Co.'s Brands—Drifted Snow, $1.40; Golden Gate, $1.30; Sperry, $1.30; Royal, $1.20.

Phoenix.—10-lb. sack, $2.60; 5-lb. sack, $1.30; 2-lb. sack, 70c; 10-lb. sack 50c.

OLIVE OIL.

Purity (Chas. P. Grogan), Full Pts.	$ .75
Purity (Chas. P. Grogan) Pints	.50
Purity (Chas. P. Grogan) Quarts	.75
Purity (Chas. P. Grogan) Half Gal.	1.50
Purity (Chas. P. Grogan) Gallons	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) [illegible]	.15
[illegible]	.25
[illegible]	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio	10c, 3 for 25c

CAUSES FAILURE.

Eastern Editor Shows the Folly of Slaving for Manufacturers.

He who maketh not the profits continueth not in business very long, says the editor of "The Price Current," Wichita, Kans.

Business success means that the dollars shall come in with a fair per cent of them "velvet."

That merchant who estimates properly time and work, wants compensation for his labor, and his investment.

How many merchants make a practice of selling staple goods at little or no profit?

There are hundreds and thousands. For years one of the leading staples, sugar, has been an article that there is little profit in handling, because of the inclinaiton to use it as a trade drawer. Another staple that many merchants make a run on and do a losing business is package coffee.

There are established brands, the prices of which fluctuate. It may be said that these brands are the premium kinds, the package class that contain coupons or which have a premium value on the trade mark.

Profitless Sales Scare Trade.

One merchant who made a practice of handling Arbuckle's package goods, sold it as a trade attracter. He made no profit on it, and sometimes sold it at a loss.

He soon learned that he was a loser by his work, that it was poor policy to use a coffee or any other like commodity as an advertising scheme. He was knocking himself out of profits that he should have.

Some of his patrons would give up their profitless coffee trade, and order [illegible]. He concluded that what he lost on coffee he would make up in some other way. He concluded that he would throw out the package goods, the kind he was selling without profit.

Trade Likes Quality.

He substituted another kind equally as good and sold it at the same price and at a fair margin of gain. He found that he did not lose a single [illegible] were better satisfied with the new goods, and his trade in other goods increased.

The peole got it out of their head that he was selling coffee at a loss, and [illegible] They felt better towards him.

[illegible]

Arbuckle's Plans Cause Failure.

In the policy of price cutting, and of pushing certain goods for manufacturers and netting no profit is the cause of many a failure.

It is useless to herein state that grocers show a greater percentage of failures in the mercantile reports than any other class of tradesmen. How can it be otherwise when a big concern like the Arbuckles manipulate things so that their goods must be handled at little or no profit.

Think of advertising to the consumer to send ten pounds of coffee for $1.80, expressage prepaid. The merchant cannot buy this coffee for less than 16 to 17 cents, and have it laid down.

The consumer knows that the merchant must have a profit, but will not pay more than 18 cents a pound.

Where does the profit come in?

In fact the merchant is doing a business at a loss and just to boom the products of the Arbuckle company. What's the use?

McCASKEY WINS FRIENDS.

Anything that will save a dealer time, worry and the expense of making out a long line of bills at the end of the month and at the same time keeps his books posted right up to date every night with only about one-tenth the effort of the old day book and ledger system with its pass book accompaniment, is a God-send to the trade. That is why the McCaskey Register has made so many friends. Mr. Hawley has installed systems in stores that have 500 accounts and it has proven equally as effective as in smaller establishments.

Read the ad. on page 1 of the cover.

B. T. Babbitt's name is known the world over, and always favorably. To the housewife it stands as a guarantee that [illegible] are the highest attainable in their lines, that are always of uniform excellence and may always be relied upon. Other products have come and [illegible] but none has supplanted the old reliable. The sales of the Babbitt goods [illegible] Jones Co., 41 Clay St. are the envy [illegible]

[illegible] & Co. wholesale [illegible] to be in their new [illegible] to building on East street before Christmas.



An Auto? No!

Peanut and Popcorn Seller

Catalog showing $9.50 to $35.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Advertise!

Push collections.

The windows talk.

Prunes are advancing.

Salt fish trade's improving.

Cut out the slovenly clerk.

Good roads improve business.

An association might help matters in your town.

Cheese trade is generally what a merchant makes it.

How does your October trade compare with last year?

The trade leaders are regular readers of the "Advocate."

It will pay you to keep posted upon national food law rulings.

Always be at the office when you are expected to be there.

A single hint may pay for a year's subscription to the **Advocate.**

A little up-to-date advertising is a sure cure for the dull season.

Better do one thing well than a multitude of things in a careless way.

The world always listens to a man of resolute purpose and strong will.

The delivery department is one of the first magnitude in your business.

The walnut harvest began nearly a month earlier than usual this year.

It is reported that the New Orleans molasses crop will be short this year.

Don't lay the blame on the clerk until you know positively the fault is his.

The slow-payers would be less slow if the retailers would be a little faster.

"The man who is always afraid he will fail does not stand much show to succeed."

Stand by your jobber and your jobber will stand by you—when the lean days come.

The man who succeeds where others fail will be the man who looks out for little leaks.

Uncle Samuel is now behind every bit of meat product that leaves the packing plants.

There is no time like the present. "Now" is the trusted companion of every successful man.

A firm of Maryland brokers places the 1906 pack of tomatoes in Baltimore at 1,500,000 cases.

The seasoned dead beat will rub it in on you, all right, if he gets the idea that you're "easy."

The advertisements in the **Advocate** are printed for you to read. Our advertisers are your friends.

Before starting on a cash system, advertise for two or three weeks showing the benefits of cash.

It is better late than never, but the clerk who acted on the assertion is now hunting for another job.

It only requires a few pounds more of push and energy to turn things your way with a rush. Push harder.

Horace Greeley wrote nearly all his editorials while waiting for people who could not keep their appointments.

It is lots of comfort to get sick once in a while and say all the mean things you wish to without being held responsible.

A little advertising is like adding coal to the furnace—it makes the wheels of the business engine revolve a little faster.

When things are not what they seem, it is time to make a change and give an honest man a chance to deliver the goods.

A good reason why you should push collections: You can't buy goods from the wholesaler with the money that's on your books.

The person who can strike only while the iron is hot must invariably give way to a Cromwell, who makes the iron hot by striking.

No merchant need hesitate about buying any article in the canned goods line. Everything's pretty sure to be higher before spring.

If advertising won't help your business, it's your fault. The failure of

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

advertising to aid you is proof that your business is not run right.

Eastern codfish will be high in price this year. During the past few weeks there have been sharp advances. The supplies are lighter than usual.

The Chicago Grocers and Retailers' Association advocate the passage of a State Pure Food law which will be in conformity with the national law.

There is a short crop of California honey. Reports from Colorado show a fair crop in that state, also Idaho and Utah are producing good crops.

Reports from Scotland say that the supply of large full herring is about exhausted and that prices in that country are decidedly on the advance.

Latest estimates of the California prune crop make it 135,000,000 to 140,000,000 pounds, compared with 185,000,000 to 200,000,000 expected early in the season.

The ideal policy for makers of proprietary brands of food is one which insures a good profit to the jobber, the retailer and puts all consumers on the same basis.

There will be plenty of American dollars in circulation during the next two months. It is the harvest, and the retailer who is not in the field reaping will live to regret it.

"Do you light your store so that people will remember it as the brightest store in town, or do you use just what light is really necessary and save all you can on the cost?"

Can you be trusted? Do your work when you are not watched? Or does it seem to you that the "boss" is always watching you? If he is, it's your own fault, and you need it.

Reports say that the catch of Norway mackerel so far has been fair, but prices are high on account of the competition for fresh fish among curers. Maybe prices'll go higher.

Teach your trade that the best eatables cost so little more than the "cheap stuff" that the price difference is never thought of when the good quality is taken into consideration.

Says a prominent manufacturer: "When once we have put our mark on an article, we must keep up our interest in it until it is off the retailer's counter into the consumer's hands."

The retailer whose stock of canned goods and dried fruits is light will gain nothing by waiting. Prices are extremely high on nearly all these lines, but they are very likely to go higher.

Many people are wondering if the new pure food law will force all 5-cent flavoring extracts off the market. Retail grocers say they would welcome a ruling which would have that effect.

Advices from Eastport state that

ed out last year.

50c to 60c ought to int
retail grocer in the Unit
push the article in ev
American Grocer.

ties are said to be very d
Brokers state that packers a
ing inability to fill contract
and are declining further
at advanced prices.

drawing to a close rapidly. The
cer must look to his canned
stock. Quality and assortment
important, for they are
may

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PRICES UNCHANGED

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.

JOHN B. STEDEN, Agents, San Francisco, Cal.

Attracting Trade.

MAIL ORDER HOUSES.

Review of the Advantages Possessed by the Local Store.

Probably one of the most trying problems that you as a retail grocer are trying to solve today is the mail order problem. You, like thousands of others, have very likely discussed this problem pro and con, time and again, with the same result—you have not eliminated the catalogue house and you have not done one thing that has stopped them from getting the business in your town that rightfully belongs to you, says Chicago "Retailers' Journal."

As a matter of fact, the more you discuss this matter, the more you are advertising the mail order house. You can depend upon it—the mail order houses are delighted with that kind of advertising and the more you give them of it the beter they will like it.

Is there then anything you can do to check their rapid growth?

How They Compare.

We believe there is and in order to make you see it more clearly we will compare your business with theirs, so far as your town is concerned.

In the first place, what advantages have they that you have not?

Your first answer will likely be that **they have unlimited capital** to push their business, but if you look at this properly you will see they have not.

Remember their field of operating is the whole world, while yours is but a very small piece of it. Their vast capital has to be spread out very thin in order to cover all the territory that they must cover to do the business they are doing and the part they devote to your town is very small.

Capital Comparatively Larger.

You have a far greater capital with which to do business than they have, speaking of course, of your town as their field.

Without making further comparison than this, we will make the statement that you have every advantage over the Mail Order Houses, and if you make use of it you can eventually put them out of business if you want to, so far as your own particular town is concerned. Let us enumerate your advantages as compared with theirs and see.

First—You can show your goods before the sale is made.

The mail order house cannot.

Second—You can deliver the goods on the spot.

The mail order house requires from two days to two weeks to deliver.

Third—You make no delivery charges.

The mail order house requires every customer to pay their own freight.

Fourth—You can tell the people in your town about your goods at least fifty-two times a year and oftener if you like.

The best mail order house can do is to send a catalogue once a year and a few letters in between.

Fifth—You can make as low and even lower prices than the mail order house can if you buy right, and sell better besides.

What is the reason, then, that the catalogue houses are making such steady and sure encroachments on your business when all the advantages are on your side?

There is but one answer to that question.

You do not follow up your advantages, and the mail order house takes advantage of your failure to do so and steps right in ahead of you.

CUDAHY STANDS PAT.

San Francisco., Oct. 27th, 1906.

Retail Grocers' Advocate, San Francisco, Cal.

Gentlemen: We note in your issue of Oct. 26th, the letter relative to jobbers who retail. In this connection we beg to advise that the policy of The Cudahy Packing Co. has always been to protect the retail merchants in **every particular.** Therefore, you can rest assured of our hearty co-operation. We consider this a move in the right direction, which should have the support of all wholesalers. We are,

Yours very truly,
The Cudahy Packing Co.
By F. H. Carroll.

NEW WHOLESALE FIRM.

Portland, Ore.—W. D. Garman & Co., is a new firm of wholesale grocers and brokers in this city.

Wichman, Lutgen & Co.

INORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Local Conditions.—No particular features of interest transpired during the week. The consumption certainly shows that the population of the state is rapidly increasing since the April disaster. The refiners are behind in their orders. The beet sugar factories are at work on full time, and the continued good weather will enable them to make a record run. C. & H. made the price on Granulated $4.95 on Saturday, the 27th inst. are quiet at 3 15-16c for 96 deg. centrifugals.

New York, N. Y., Oct. 16.—M. G. Wanzor & Co., report:

"There has been strength in the raw market this week, but the conditions have not been such as to instill any well grounded hope of higher prices. At the same time, a good fair business is assured and there should not be any substantial decline for a good while yet. It is likely prices will start next season on a basis lower than today's quotations. If we can get there gradually, so much the better."

COFFEE.

Local Conditions.—The destruction and damage of much of the local supplies at the fire in the Haslett Warehouse Co.'s S. P. No. 2, has brought about a stiffness in the local market. There is a tendency among those who suffered loss in the fire referred to, to minimize their loss, some saying that the total amount of coffee concerned aggregated but 1,000 bags. This is probably well under the real quantity. All local first hands are running with very low stocks and no relief is promised in this regard for some time.

TEAS.

New York, N. Y., Oct. 16.—John B. Brown & Co. report:

"The tea market seems to be quite active; Japans, Greens and Congous have advanced; Oolongs are steady.

"For the past two years teas have sold lower on the New York market than any other in the world. Old stocks are being well used up and buyers are compelled to pay the advance in securing new crop."

RICE.

Local Conditions.—The rice situation continues to be very strong. Contrary to expectations, prices in the South have shown little indication of weakening under opening quotations—on the contrary there appears to be a tendency to advance. With such conditions ruling in primary markets, and with the local supply getting decidedly short, particularly in Domestic Japans, prices are being held up with firm hands. Japans sold here this week on a basis of 4¼ South which, with a freight rate of 55 cents per cwt., means $4.80 on the tracks without drayage, insurance, or profit considered. Fancy heads are costing $6.00 on the track, so the price to the trade can be easily figured.

M. Phillips & Co. report under date of Oct. 30:—

"The rice market remains firm at prices quoted per our last report. The situation throughout the entire rice area of the United States at the present time is rather complex and in fact the best statisticians of the country are all guessing. Since Sept. 26th, by reason of storms, frosts, excessive rains, etc., the situation has changed so completely and rapidly that by the time any conclusion could be reached as to the effect of one drop calamity another has followed so quickly that it has been almost impossible to keep pace with conditions.

"No new crop Japans have been offered as yet and old crop Japans, freshly milled, are being taken by buyers as soon as goods are milled out. The supply of old stock is very limited and is about cleaned out. The market on Imported Japan rice has advanced about 50c per bag in the past two weeks. The available stocks on the Pacific Coast are very light and no orders for new crop Japan will be booked before November shipment. We therefore do not look for any change in prices for at least sixty days. Island rice has advanced about ¼c, while the market on China No. 1 and No. 2 rice remains firm."

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

New York, N. Y., Oct. 23.—Dan Talmage's Sons' Co. report:

"Demand continues active. Receipts are enlarging, but as nearly all of such have been sold for a week or two in advance of arrival, spot stock is still very scanty. Advance samples of goods "to arrive" during the ensuing week, show considerable advance in value over previous ones, hence prices are firm with an upward tendency. Buyers are giving particular attention to offerings, and on account of light supply every day is 'bargain day' in rice.

"Advices from the South note steady market on the Atlantic Coast. At New Orleans several mills shut down on account of lack of supplies; those running, find prompt sale for all of their output. Receipts of Rough fully attest the injury to the crop. Nearly all of the arrivals are dark in color, rosy or red. In the interior, Southwest Louisiana and Texas, mills are slowly coming into commission. The movement of Rough to the milling centers limited and tardy on account of contrary weather. It is found the recent equinoctial storm did much more damage than at first anticipated, and without doubt, has greatly lowered average quality as well as curtailed the yield.

"Cables and correspondence from abroad note strong markets everywhere. Generally unfavorable conditions have prevailed during harvest, and yield greatly curtailed all over the world. Latest reports from Japan modify the report of increased output."

DRIED FRUIT.

Local Conditions.—There are no changes to report here this week. Continued strengthening of the local market epitomizes the situation. The Eastern apple crop is reported short, so consequent advances may be looked for immediately. Advices say that there will be about 50 to 60% of a full crop in New Jersey, Pennsylvania, Virginia, West Virginia and Maryland. New York also runs short. Missouri will harvest an average crop. The California crop is reckoned "good." Apricots are almost down and out for this season—not more than 25 cars being left in the state. Choice are worth from 15 to 16 cents in first hands. Peaches have proven to be several thousand tons less than the early season estimates, a blight being the cause of the decreased yield. In consequence prices are very strong, with about 100 cars still left in the state. Pear growers harvested a larger crop than usual this season, and have secured good figures right along. First hand supplies are so limited that an estimate would be valueless.

Prunes: From 50 to 65% of this year's crop has already been marketed and prices are growing firmer all the time. The shortage in so many other varieties of cured fruits, is now commencing to have an effect on the prune situation, and, while ruinous prices ruled at the beginning of the season, indications now are that the crop will pay very well after all.

Raisins: This fruit is up to the top notch. Not for years and years have such prices been paid growers as are now ruling in and about Fresno. On Monday of this week 5¼ cents per pound was paid for a round lot, in sweat-box, which should bring the price of 16-oz. Fancy Seeded well above 8 cents F. O. B. Fresno. The growers who still hold goods know that they hold the whip-hand and they are now retaliating on their packer friends for past injuries, when conditions were not so favorable for the holder. The market is absolutely firm, the crop is nearly all sold, and there is no danger of a drop. The ruination of the foreign crop and the complete clean up of last season's goods, are the two chief factors which brought about today's firm market.

PRUNES.

Elberton, Wash., Oct. 12.—The prune crop this year will be about an average crop. The prunes are not as large in size as some seasons, but they have a larger per cent of saccharine matter.

EVAPORATED APPLES.

Noble, Ill., Oct. 13.—Palmer & Co., report:

"The output this season will nearly double that of any former year. Many new plants were bought and old ones enlarged. About all the Illinois, Missouri and Arkansas output went to immediate consumption, so that New York must be depended on for future supplies."



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$55.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

..Grand Rapids.—Hastings & Remington report:

"Evaporators have closed down in many localities, owing to the low values of white stock, scarcity of help and high price of fuel. White stock is very hard to find, especially in car load lots."

CURRANTS.

New York, N. Y., Oct. 12.—The Hills Bros. report:

"The Grecian market continues firm and unchanged. The Fall demand has caused a slight advance on spot goods."

IMPORTED FIGS.

New York, Oct. 12.—Hills Bros. report:

"Cables from Smyrna report an advance in the primary market. The prices for October shipment are fully 1c per pound above the prices for September shipment. Some further advance in price may therefore be expected later on."

DATES.

New York, Oct. 11.—Arguimbau & Ramee report:

"We are not likely to see low prices this season. Short crops and a large demand is responsible for the continued advance. We anticipate a large consumption this year, as Persian dates are actually the cheapest article in the fruit line at this time."

HONEY.

Chicago, Oct. 18.—Lamon-Gohl Syrup Co. reports:

"The honey crop shows as follows: California and Western states, 10% of average crop; Colorado, Utah, Idaho about 60%; Middle West states practically a failure; the Eastern and New England states hardly enough for home consumption. Never in our 21 years in business have we had like conditions."

WALNUTS.

Santa Ana, Oct. 20.—Walnut growers report that the crop is about half gathered. There is reported a normal crop of soft shells. The yield of hard shells is very short, in some orchards, being practically a failure.

PEANUTS.

Santa Ana, Cal., Oct. 20.—The work of harvesting the crop began the early part of the week. The crop this year is large and the quality excellent.

BEANS.

Oxnard, Oct. 20.—Within a week the lima bean crop of this county will have been gathered, closing what is believed to be the biggest bean year in the history of the county. Last year was a record-breaker, running over 500,000 sacks. This year it is estimated there will be 650,000 sacks. Adolf Koskland reports under date of October 10:

"Prices are unsettled because of large receipts of new beans. Bayos continue to decline. The weakness in whites continues. The prices of Limas are showing some signs of weakness. I estimate that the crop will be about 900,000 sacks. There is enough to go around, and there is no immediate reason to buy heavily at the present prices unless for immediate requirements."

EASTERN BEANS.

Chelsea, Mich., Oct. 13.—J. B. Woodward reports:

"The bean market has been brisk and firm for the past two weeks. An advance of 10c per bushel has been scored. Farmers have been holding off expecting an advance."

CANNED FRUIT.

Local Conditions.—Nothing new. A few free peaches available from first hands and that is about all. Prices strengthening with second hands.

CANNED VEGETABLES.

Tomato packing still continues and a heavy pack is being put up. The strong Eastern market is commencing to have it's effect here and advances in this line are very likely.

CANNED TOMATOES.

Baltimore, Md., Oct. 19.—"The Trade" reports:

"The white frost finally ended all results in the tomato fields by the first of last week. The season was nearly at an end anyhow. Already, statements which are merely guesses are out to the effect that the pack will be between seven million and eight million cases. We doubt this estimate. At no place and no time this season has the quality of the fruit been up to the best. It has been too watery, and not only did not yield good fruit in the can but did not yield so well in quantity. We anticipate a complete clean-up of all the old stock before the close of next spring. This puts tomatoes in the front as a pack that can be counted on and provided for next season. It is reasonable to suppose that the present quotations on tomatoes will be about the basis of prices next year. If the packers can get these values on a season of full production, they will do well. The new rulings of the pure food law will tend to increase the prices of canned goods of all kinds. The present diffidence of jobbers indicates that they believe there is no danger of tomatoes going beyond the present quotations and are willing to trust to the open market, for the first few months of next year. It is probable, too, that they desire to avoid piling up heavy stocks of canned goods previous to the time that the new pure food law is applied."

Aberdeen, Md., Oct. 13.—Strasbaugh--Silver Co. report:

"We see nothing to warrant an indication of the market assuming a position when any volume of strictly standard tomatoes can be secured at 90c or under. There is everything to indicate, at this time a big deficiency in the supply of tomatoes between now and the packing season, in comparison with normal demands. The jobbers obtained most of their tomatoes at future prices about the cost of production. The consumer will probably benefit by these prices."

Baltimore, Md., Oct. 13—Thos. J. Meehan & Co., report:

"Cold weather throughout the country has probably stopped the reaction in the tomato market toward a lower level of price that started last week. At almost any time in the season, the offers of tomatoes in such numbers would weaken the market considerably. It is surprising that the prices have not declined more than they have."

CANNED CORN.

New York, Oct. 17.—The Special Correspondent of the "Trade" reports:

"Reports from Maine indicate that

Greer's Washing Ammonia

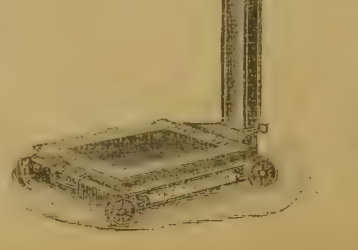
It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685

Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

the output there will be about 675,000 cases as against 1,350,000 cases last year. Some of the largest packers are delivering only 10 per cent, others are delivering 50 per cent."

Aberdeen, Md., Oct. 13.—Strasbaugh, Silver & Co. report:

"With the materially reduced acreage on corn this year, and the yield on that acreage very short in some sections on account of too much rain, and with other commodities ruling at higher figures for two years in succession, there is every reason to think that this article will be in large demand again the coming winter, and that the stocks on hand will be greatly reduced and higher prices will prevail as a natural result.' For the high grade article, packed in compliance with all the requirements of this law, the demand will be heavy and better prices must of necessity prevail. This applies especially to shoe pegs, which is short, and will also have its bearing on all good packing of Maine style, which should prove a purchase to any one placing orders at today's quotation."

CANNED SALMON.

Marshfield, Or., Oct. 20.—The run of silver salmon in Coos Bay is larger than in any years since 1870. It was necessary for the cannery at Empire City to close down for a week on account of the supply of cans running short.

CANNED OYSTERS.

Chicago, Oct. 19.—The special correspondent of "Eli Grocer" reports:

"There has been an enormous advance in the price of cove oysters based upon the severe storms recently visiting the Gulf coast, which are said to have covered the beds with sand in many localities. The quotations in Chicago comparatively are about as follows:

	Sept. '05	Sept., '06
Oysters 1 lb. 5 oz..	$ 70	$ .90
Oysters 1 lb. 4 oz..	.70	.85
Oysters 2 lb. 10 oz..	1.55	1.75
Oysters 2 lb. 8 oz....	1.50	1.80

"The prices quoted are in retail quantities to the retail trade. There are but few canned oysters here as this is not much of a cove oyster market."

AMERICAN SARDINES.

New York, Oct. 16—B. O. Bowers Co.:

"Fish continue scarce at the factories. Several factories have already closed for the season's work, and others will undoubtedly follow. Pack of the season will be less than fifty per cent of last year."

New York, Oct. 16—Jed Frye & Co. report:

"The market on American sardines continues very firm. The irregularity of the catch of fish will force the packers to close weeks earlier than last season, and this will make a still further curtailment in the total pack. A number of the [illegible] have apparently reached their limit and the market is firm [illegible] increased demand for that reason.

FISH.

New York, Oct. 26 [illegible] & Arpe Co. report:

Holland Herrings [illegible] lower. Prices in Holland have declined and further declines are expected.

Scotch Herrings [illegible] high, and are not likely to be this season.

Norway Herings, very [illegible] scarce.

Irish Mackerel, very scarce. [illegible] have no catch in Ireland and supplies are not large enough to cover demand.

Norway Mackerel are very [illegible] Quality exceptionally fine [illegible]

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of [illegible]



HAY.

Somers & Co. report, under date of October 30th:

"Arrivals during the past week showed a total of 3,260 ton in comparison with 2,680 for the week preceding. There is not yet a sufficient quantity being brought to market to satisfy the demand. The S. P. Company seems uterly unable to cope with the situation. The market for hay as well as many lines of grain is being practically regulated by this one question. Although this season's hay crop is conceded to be heavy, yet we hardly think there will be any too much for the demand. Choice wheat hay is somewhat stronger again, with occasional cars selling for $20 and over. Other quotations we give as follows:

Choice wheat hay	$18.00 to 19.50
Good wheat hay	14.00 to 17.00
Other grades same	10.00 to 13.50
Wheat and Oat	10.00 to 17.00
Tame Oat	9.00 to 15.00
Wild Oat	8.00 to 12.00
Alfalfa	8.00 to 11.00
Stock Hay	6.00 to 8.50
Straw, per bale	.35 to .60

WASHINGTON.

Chesaw.—Peay & Plunkett, general merchants, have dissolved partnership, W. Peay & Co. succeeding.

Oakesdale.—G. O. Nelson & Co., general merchants, have purchased the Talbot bakery building, and will erect an addition to the structure, to accommodate their stock.

Roslyn.—Morrison & Genasci have succeeded to the grocery business of Carollo & Genasci.

Renton.—J. Dobson is starting a grocery store.

Seattle.—G. L. Swetteman has succeeded A. L. Rene, grocer.

Seattle.—The Padley Grocery Co., have purchased the business of Winslow & Hancock.

Seattle.—Patrick & Daggett are opening a grocery store.

Seattle.—Thomas & Maflin have succeeded H. Thomas, groceries.

Sumner.—Livesly & Darr, grocers, have dissolved partnership, G. D. Livesly continuing the business.

Tacoma.—C. R. Cassell has purchased the bakery and grocery store of Seymour & Stacy.

Tacoma.—Nunn & Bean, grocers, are removing to a new store building recently completed at Wapato station, South Fifty-eighth street.

Tacoma.— The Lindberg-Younglove Co. has filed articles of incorporation changing the name of the house to the Younglove Grocery Co., and increasing capital stock to $100,000. The officers are E. A. Younglove, president; F. A. Olds, vice-president, and A. R. MacLean, secretary and treasurer.

Tacoma.—J. P. Sheriff has purchased the grocery store of E. Bullock.

Tacoma.—L. A. Wotten & Co. have purchased the grocery of Robert McLean.

CALIFORNIA.

Los Angeles.—The Lamb Department Market has purchased J. R. Cowherd's grocery at 452 So. Broadway.

Los Angeles.—C. W. Roby has purchased F. A. Zillgitt' s grocery at 4511 Moneta Ave.

Pasadena.—The Model Grocery Co., has purchased the grocery store formerly owned by N. Ledgerwood.

Pasadena.—The Model Grocery Store hav opened a large and well appointed store. Mr. E. L. Beasley will act as manager of the concern.

Pacific Grove.—The firm of Stratton & Sheppard have dissolved partnership by mutual consent.

Pomona.—Mr. E. P. Reep, who for many years has been the solicitor for the W. H. Poston Co., has left for a better position with the Carr & Stevens Company, Los Angeles.

Riverside.—A two-story brick building which will be used by Newberry & Parker for their business, will be erected on Ninth St., between Main and Market. The lower floor will be used for the bakery department. The firm thinks of using the front part of the first floor for a candy factory.

Santa Rosa.—The new King grocery store was burglarized last Saturday night. The thieves secured very little for their pains, there being only two dollars and a bottle of Hunter rye whiskey taken.

Santa Barabara.—H. O. Freidrichs, head of the delicatessen department of the Diehl Grocery Company's store, left today on a two weeks' vacation, which he will spend at his former home in Los Angeles.

San Luis Obispo.—The Watson grocery store which has been undergoing repairs and complete renovation will be opened in a few days again.

San Francisco.—Stewart Bros. have moved from their store at 1986 Sutter to 2207 Bush St., where they will have a well lighted and roomy store.

San Francisco.—Faber & Co., grocers, foremerly at the corner of Fillmore and McAllister, have opened a large and attractive store in the Hayes Market, at the northeast corner of Polk and Posts Sts.

OREGON.

Ashland.—G. W. Crews & Son have purchased A. C. Nininger's grocery store.

Eugene.—George Dixon has sold his grocery to Prof. J. A. Scherzinger.

Portland.—W. E. Blossom has opened a grocery store on Union avenue.

Portland.—The Emporium Grocery Co. has opened for business on Williams avenue.

Portland.—Kennard & Adams have decided to put in a complete stock of groceries in addition to their department store at the corner of Russell and Williams avenues.

Portland.—Lawler & Co. are starting a grocery store at 540 Williams avenue.

Portland.—The Metropolitan Market and Grocery Co. has opened a new market at 428 Washington street.

Portland.—It is reported that M. E. Pew has bought the grocery store of P. A. Taylor at 447 Williams avenue.

Portland.—P. Long has purchased S. Hewitt's grocery store.

Portland.—B. F. Corteright has opened a grocery store.

Portland.—H. H. Hunt has started a store.

Portland.—Bassett & Gaynor have succeeded McFarland & Helming, grocers.

Portland.—D. B. Flennar has opened a general store.

Portland.—W. E. Blossom has opened a grocery store.

Portland.—Lawler & Co. have started a grocery store.

U. S. Metal Polish

POLISH
Qts. $3.00
Pts. 2.00
½ Pts..... .90

PASTE
1 lb.....$3.00
½ lb..... 1.75
3 oz..... .50

Barkeeper's Friend Powder, gr. $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

YOUR EVERY WANT IN

PAPER

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A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

GINGER ALE

BELFAST GINGER ALE CO.
D. STEIMKE & CO., Props
All Carbonated Beverages
Corner Union and Octavia Sts.

	Pints.	Qts.
Soda Water	$ .80	$1.50
Ginger Ale	.80	1.50
Sarsaparilla	.80	1.50
and iron	.80	1.50
Cider	.80	1.50
Cuban Punch	.80	1.50

Cash Prices 2 Doz. per case.

Clerk's Corner.

TTLE THINGS THAT COUNT.

Clerks Can Help Interest Customers in the Store.

I were manager of a store, and anted to build up the trade and e an impression on my customers, stablish a military guard duty (2 s on and 4 hours off) and keep one at all times within twelve paces he door, says S. C. Godwin, in esmanship." I'd make it impossi- for a man, woman or child to en- ny store without being greeted or east spoken to, or recognized in way by some employe of the e, as soon as they open the door. d, by the way, while I'm speaking reeting customers, I want to tell that I have seen all kinds of bows m a deep salaam to a twitch of neck that looked as if the sales- was trying to get away from an he.

Bowing Helps.

I told you to try and bow from ips, I suppose you'd think I was g you a little introduction to a s of dancing lessons, but it's real- e safest rule that I know of, and than half of you, at the present do it unconsciously. The next you see a salesman jerking his as if he was trying to dodge a tell him to try and bow from the and he'll work out all right in a r two. The customer don't know whether he is troubled with St. Vitus' dance or is trying to look pleasant.

Try to Look Pleasant.

And I want to tell you right here—that a perpetual "Sunny Jim" expression on a salesman is as effective in selling goods as a Sunny Jim poster is on a bill-board fence.

Look pleasant if it hurts you.

And if you get a tough customer, give him so much of your time and attention he'll be ashamed to go out without making a purchase.

There's another thing I want to call your attention to, and that is, that it's false economy to try and make the same shirt last from Monday to Saturday, and as the P. M. system is now in effect, it should not be very difficult for you to save up enough to get a shave when you need it, and a hair cut at least once a season!

Get a Move On.

When you move around the store, show a little sig nof life; have a little spring in your step, steam in your feet—snap in every movement. Don't drag one foot after the other, and when you've lifted the right, turn around to see if the left is following.

These are a few of the "Little Things That Count."

BUY ROCHDALE STORE.

Oceanside, Cal.—J. H. Kincaid and H. B. Martin make the following announcement in the local press:

"We desire to announce to the public that we, J. H. Kincaid and H. B. Martin, have bought the stock of goods known as the Co-operative store. It is our intention to move the dry goods heretofore kept in the Glaze building, to the location of the Co-operative store and consolidate the two stocks of goods, where we will endeavor to keep a Strictly Up-to-Date line of Dry Goods and Groceries under the name of the Co-operative store.

"We will of course enlarge the stock in all lines as quickly as we can get properly settled and straightened up and our motto will be Low Prices and Honest Treatment.

"The only way to build up a permanent business is on the square, open and above board, produce the goods, and sell at lowest possible prices.

"We find that what the public wants is Values. We intend to give that and low prices. We want all the business we can get, legitimately, and solicit the patronage of all the old customers of the store and as many new as will come."

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1731 Mission St., S. F., Cal.

If the insurance company wanted a picture of your store, would you include your oil room?

You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold today.



CUT No. 9
FIRST FLOOR OUTFIT
WITH ALL METAL TANK.

300,000 now in use.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

for Catalog BB

FACTS ABOUT CONTRACTS.

"Heads I Win: Tails You Lose" Policy Followed by Many Packers

The Chicago correspondent of the "Eli Grocer" wrote that a prominent broker said:

"The trouble about some of the larger canneries is that they do not intend or expect to make full delivery on their contracts unless prices and the market go down after contracts are closed. They sell for beyond their capacity to produce and rely upon buying from other canneries if prices decline in order to make a profit.

"Anything but a full delivery or pay a market difference contract is a foolish thing for a jobber to make, as he always gets the buzzard while the packer gets the turkey.

"If the market is weak he gets all he bought. If it is strong and higher, he gets 80 per cent or 60 per cent or a lower percentage based upon the contract conditions, and the packer does not regard this kind of a delivery as an act of bad faith or a dishonest act. It is such, however, although the packer has come to believe that custom, instead of a contract, controls and that nearly all packers, when the market has advanced, ship only the minimum contract quantity and sell the surplus, if any, at the higher prices."

Baltimore Contract Plan.

"Baltimore, be it said to her credit, has the custom as to contracts after all. She makes a flat contract and delivers all the goods, no matter whether the crop is long or short. If she doesn't produce the goods, she buys them and fills her contracts to the case.

Chicago and Flat Contracts.

"There is said to be a movement among the larger buyers of Chicago to demand and accept only flat contracts next season for a full delivery. Only the contracts of packers of reliability and responsibility will be accepted, with a careful weeding out of the welchers, who make a practice of delivering short whenever the market advances even slightly.

The Most Unsafe Contract.

"The New York packers' contract is the most unsafe of all. No wholesaler is at all justified in selling a case of futures against a New York packers' contract. It is purely a pro rata contract and the jobber is wholly at the mercy of the packer, and there are some New York packers who are famous for finding excuses for non-delivery of canned goods when the market has advanced."

Tillman & Bendel, wholesale grocers, have purchased property at the corner of Broadway and Front streets, on which they they will erect a permanent building.

The Mutual Extract Company, manufacturers of the Mutual Friend brand of extracts, has established an office and factory at 1103 Regent Street, Alameda.

The Mutual Biscuit Co. has an imposing three-story building with a frontage of 125 feet stands near Market on Stevenson street.

SOME FOXY GROCERS.

There is a combine in the grocery business in Silver City, N. M., according to the "Liberal" of Lordsburg, a rival town. The paper says:

"The scheme is worked through the big jobbing house there. This house has a jobbing freight rate, which is less than the regular freight rate. It also has an interest in every grocery store in town but one.

"It gets its goods in car load lots, distributes them to the various stores in the combine, and sets the price at which they must be sold, and they are sold at that price.

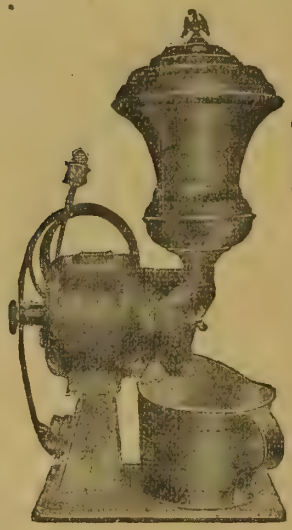
"Last spring it worked the Grant county assessor. The combine let the stock of groceries run down, and on the first day of March, the day on which the assessments is made there were not enough groceries in the city to supply the wants of a town the size of Pinos Altos, but within ten days nine solid carloads of groceries had come into town, and all the stores had big stocks of goods, but they could not be assessed, as they were not in the county until after the assessment was made. The county officers have evidence that at least two of these cars were detained at Deming for some time, waiting till the first of March passed."

The case of Erenst Hutchinson, of the National Stamp Co., against the Mottman Mercantile Co., of Olympia, and the two newspapers publishing his advertisement denouncing trading stamps is still in progress before Judge Hanford, in the federal court at Tacoma.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

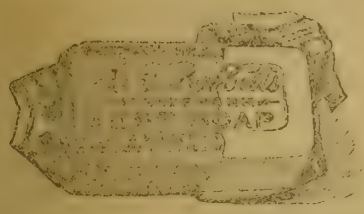
BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

COLONIAL THEATRE.

Frank Bacon is drawing good crowds to see "My Friend From India" at the pretty theatre on McAllister near Market. Mr. Bacon plays the role of A. Keene Shaver and is extremely funny. The cast is a strong one and the whole performance is one long laugh. This is the only "legitimate show" in the city.

DAVIS THEATRE.

Beginning Monday night, the Davis Bros. venture into the legitimate and present the eminent actor Robert Downing in an extended repertoire and surrounded by a strong company. This week is the last of the long and successful engagement of Lee and Cady in the Weber-Fields burlesque. The "Barbara Fidgetty" show now on is ful lof laughs.

CENTRAL THEATRE.

Kolb and Dill are still drawing crowds to the Central to see "I. O. U." This funny farce with its carciature of labor union methods has proved a winner. Ben Dillon and the pretty girls of the chorus add to its effectiveness. A new show, "In Paris," is in preparation.

THE CHUTES.

Fogs and cold weather do not deter the crowds from going to the Chutes. There are numerous and varied attractions in all parts of the grounds, many of which entail no extra expenditure. The Orpheum show in the big theatre is even more attractive than usual.

HELVETIA'S NEW PLANT.

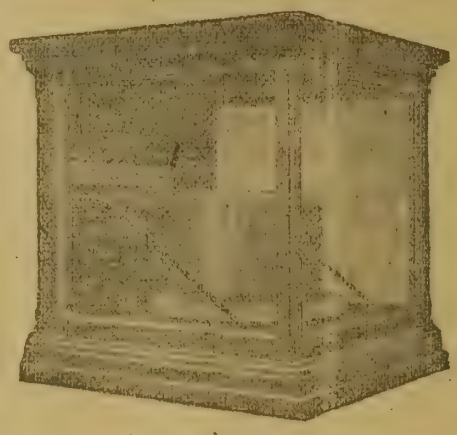
The Helvetia Milk Condensing Company, of Highland, Ill., with offices at New York, Chicago and San Francisco, has commenced the erection at Wellsboro, Pa., of a large milk condensing plant.

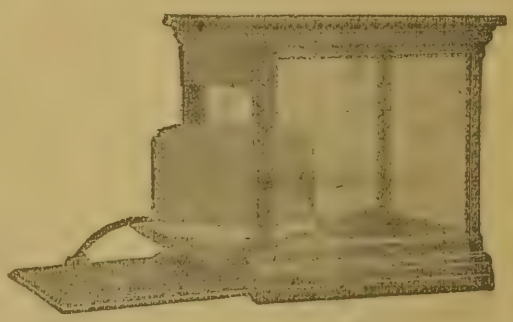
When th plant is finished and running to its full capacity it will furnish employment for from 150 to 200 people and will pay out in wages at least $3,500 per month. The buildings will be built mostly of brick and cement and will cost, when completed, $250,000. The plant will have a capacity of 10,000 pounds of milk per day and will be one of the largest in the United States.

OAKLAND EXTRACTS BURN.

The flavoring extract manufacturing firm of I. V. Ralph & Company at 1351-57 Broadway, Oakland, had a fire on Oct. 19 which started by the explosion of cooking alcohol. The damage was small, but Mr. Ralph received painful burns on his hands in attempting to put out the fire.

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increased sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES
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Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$1,000.00

Guarantee of Purity Protects

ALPINE

THE QUALITY

CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.** That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE. CREAM** by our $1,000 **GUARANTEE.**

The Product of Experience

THE ORIGINATOR OF EVAPORATED CREAMS—MR. J. B. MEYENBERG —WHOSE LIFE WORK, FOR NEARLY 25 YEARS PAST, HAS BEEN PERFECTING EVAPORATED CREAMS.

Gives His Personal Supervision

To the Production Of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA. NOV. 9. 1906. VOL. 11. NO. 44.



Why Do They Buy More Registers?

McCASKEY REGISTER CO., Alliance, Ohio, Makers.

If YOU bought a machine and it failed to do the work, YOU would NOT BUY MORE of the same kind! John A. Ross of Northampton, Mass., purchased for his stores as follows:

May 25, 1904, ONE—150 Account McCaskey Register
Nov. 17, 1904, ONE—440 " " "
Nov. 17, 1904, TWO—210 " " "
May 16, 1905, ONE—420 " " "
Oct. 12, 1906, ONE—760 " " "

Cole Bros. of Kalkaska, Mich., have purchased for their different stores as follows:

Jan. 19, 1906, ONE—420 Account McCaskey Register
Mch. 21, 1906, ONE—240 " " "
Mch. 30, 1906, ONE—140 " " "
June 19, 1906, ONE—160 " " "
Aug. 18, 1906, ONE—760 " " "

Naturally, these people tested the McCASKEY SYSTEM thoroughly before supplying ALL THEIR STORES. The McCASKEY ACCOUNT Register handles your accounts with only ONE WRITING. Are YOU Interested? Out Catalog is FREE.

WE CAN SHOW YOU
How our Register Quickly Pays for Itself, and Continually Earns You a Profit
W. A. HAWLEY, Sole Agent Pacific Coast
Phone Emergency 101. 1212 Gugh Street, SAN FRANCISCO, CAL.
Branch Agencies: Los Angeles, Cal. Portland, Or. Seattle, Wash. Spokane, Wash.

EXTENDS SEPCIAL OFFER

On orders received
BEFORE NOV. 15, 1906.
FREE The Grocer will get FREE



FIRST—1,000 2-lb patent self-opening Paper Bags with the purchase of **ONE (1) GROSS 5-ct. size X-RAY STOVE POLISH or ONE-HALF (½) GROSS 10-ct. SIZE.**

SECOND—A 3¾-in. **GENUINE** George Wostenholm **"IXL". FOUR-BLADED KNIFE,** of finest Sheffield crucible cast steel, hardened and tempered, crocus polished, brass lined with German silver bastion and buckhorn handle—the finest and most durable knife on the market—with the purchase of **TWO (2) GROSS** 5-ct size **X-RAY** or **ONE (1) GROSS 10-ct. SIZE.**

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent
10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
50 Clay Street, San Francisco, Cal.

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast Co.

THIS SPACE

IS

RESERVED FOR

SCHILLING'S BEST

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The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

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W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

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Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

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"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

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Reed Pickle Works, 1507 Folsom.

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U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

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Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

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Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

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SOAPS.

"Sapolio," J. P. Gillespie, Agt.
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Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 405 11th. Phone, Special 274.

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The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

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Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Hass Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

YEAST.

Golden Gate Commercial Yeast Co., Washington and Fillmore Sts.

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WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and the privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed _____

Address _____

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., NOV. 9, 1906. VOL. 11. NO. 44.

THE

RETAIL GROCERS ADVOCATE

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POINTS TO WATCH.

SUGAR—
Official figures indicate an enormous crop for 1906-1907. The market is weak.

CANNED PEACHES—
Owing to the scarcity of clings and the shortage of the Eastern pack, the supply of California goods will hardly go around.

CANNED TOMATOES—
Market is firming. Jobbers say that 2½'s standards are hard to get at 90c from the canners in car lots.

DRIED FRUIT—
Supplies are very light with a strong upward tendency in consequence.

RAISINS—
Fresno's crop now promises only 45,000 tons as against 60,000 first estimated. Prices are going up.

PRUNES—
Are cheap at today's prices and must advance soon.

EVAPORATED APPLES—
More money is being paid for the goods at the drying houses than they bring in New York.

IMPORTED FIGS—
Inclement weather has hurt the crop.

WALNUTS—
Deliveries are proving unexpectedly short. The market is strong.

CANNED OYSTERS—
New Orleans packers expect only half a pack.

GUARANTY CLAUSE.

Pure Food Regulation Every Grocer Should Study.

The secretaries of agriculture, treasury and commerce and labor have promulgated the following regulations as to utilizing the guaranty clause of the national food law:

"Regulation 9. (a) No dealer in food or drug products will be liable to prosecution if he can establish that the goods were sold under a guaranty by the manufacturer or dealer from whom purchased.

"(b) A general guaranty may be filed with the Secretary of Agriculture by the manufacturer or dealer and be given a serial number, which number shall appear on each and every package of goods sold under such guaranty with the words 'guaranteed under the food and drugs act, June 30, 1906.'

"(c) The following form of guaranty is suggested:

"I (we) the undersigned do hereby guarantee that the articles of foods or drugs manufactured, packed, distributed, or sold by me (us) (specifying the same as fully as possible), are not adulterated or misbranded within the meaning of the food and drugs act, June 30, 1906.
..(Signed in ink.) ——— ———.

(Name and place of business of dealer, manufacturer or agent.)

"(d) If the guaranty be not filed with the secretary of agriculture as above, it should identify and be attached to the bill of sale, invoice, bill of lading, or other schedule giving the names and quantities of the articles sold."

Note—The wholesale grocers of Pennsylvania, New Jersey and Delaware improve upon this form by inserting a provision that the goods guaranteed conform with state laws also. The form adopted by them reads as follows:

"We hereby guarantee all goods sold to ..... of ..... during the years 1906 and 1907, to comply with the pure food laws of the Commonwealth of (Pennsylvania) and of the United States of America, and that such goods are not adulterated or misbranded within the meaning of the aforesaid Acts of the Assembly of Pennsylvania or the Act of Congress approved June 30, 1906, entitled, "An Act for preventing the manufacture, sale or transportation of adulterated or misbranded or poisonous or deleterious foods, etc."
(Signature) .....
(Address) .....
(Date) .....

Another Neighborhood Club.

Retail Grocers of the Richmond District Unite to Secure Concerted Action.

A meeting of the grocers in the district north of Golden Gate Park was held on Friday evening, November 2, through the instrumentality of Mr. P. B. Connolly, Secretary of the Association of Retail Grocers, and J. J. Crook, assistant secretary. Mr. J. W. King presided at the meeting.

The following grocers were present: John T. Meinert, 4135 California St.; J. W. Germain, 731 Clement; F. Gaedeke, 3rd and Clement; C. Schmitz, 7th and Clement; Wm. Sireen, 343 Clement; John W. King, 244 Clement; P. B. Contani, 801 Clement; P. Bros., Pt. Lobos; Mueller & Wurzbach, 4th and Pt. Lobos; Hansen Grocery Co., 1st Ave. and C Sts.; Fay Grocery Co., 3rd Ave. and B Sts.; H. F. Treat, 600 4th Ave.; L. C. Lake, 700 7th Ave.; D. W. Kennedy, California and 2nd Ave.; J. D. Holst, California and 13th.

The greater part of the evening was spent in the discussion of early closing. There was a general sentiment that the grocers were entailing themselves an unnecessary expense by keeping open after 8 o'clock, since if all the grocers closed at that time their customers would readily arrange to satisfy their needs early in the evening.

After the matter had been thoroughly discussed, it was decided to close the stores promptly at 8 o'clock on all evenings except Saturday.

The matters of prices was left over for a meeting to be held later.

State Directors.

A meeting of the directors of the California State Grocers Association is to be held in Stockton next Thursday evening, November 15th.

This meeting will be fraught with great importance to the grocers of the entire state, as a definite campaign will be started towards putting into operation the various resolutions passed at the last convention.

Plans will also be effected for carrying up a campaign to insure success for the Association's measure at the legislature which meets in January.

FIGURING PROFITS.

Knowledge of Expenses Necessary As Initial Step.

Wm. Brewer writes the "Merchant" of Dallas, Tex., as follows:

"It will pay every man doing a grocery business to figure carefully for himself and know what he is doing, if he wants to make money, and I think the real purpose of any one going into business is to make money, although it may seem at times that some of them go in with the only purpose of keeping the other fellow from making it.

"Below I will give you an estimate of about the average list of expenses which would necessarily be incurred in handling a business that would require an annual purchase of $40,000, or we will say a business selling as much as $50,000 per year. Of course these items of expense and the cost of same will vary according to location and conditions, but you will find the average about the same. Actual experience has shown that a smaller or larger business in retail will require proportionately the same ratio of expense.

These are the items of expense per month:

Average store rent required for this size business	$ 50.00
Three clerks at $40, low average for good men	120.00
One clerk at average worth	50.00
Two delivery men at the low average of $35	70.00
Proprietor's time from $50 to $200, low average	75.00
Interest on $5,000 invested, worth 8 per cent per annum	33.33
Insurance on $5,000 at rate of $2.05	8.55
Lights, average	6.00
Water, average	.75
Sewerage, average	.75
Interest on investment on 2 horses, average $50 each	.85
Interest on 2 wagons $90 each, 2 sets harness $20 ea., total $320	2.66
Repairs on wagons and harness, shoeing horses	4.00
Feed for 2 horses	12.00
Loss on value of horses worked for 4 years, one-half	1.00
Loss on 2 wagons and harness run for 4 years, costing $220, total loss averaging	4.60
Average loss of delivery baskets, cans, jugs, etc., worn out, lost and given away	2.00
Paper bags used in this size business on which are no returns	10.00
Incidentals at a low estimate	1.00
Average contribution for street sprinkling	.50
Average church and charity calls	2.50
Average advertising account	8.00
Average postage for only three letters per day	1.50
Average amount for stationery including order pads	2.00
Shrinkage, decay and general deterioration estimated at an average of 2 per cent on this amount of business	10.00
Overweights, pick-ups, stealage, neglecting to add in all items sold on bills, errors made in additions and never corrected or detected, bad accounts, and a hundred other things which go to make up losses inestimable.	
	$483.66

You will note the average will foot up $483.66 per month, or $5,802.92 per annum, averaging 14 1-2 per cent to handle this $40,000 purchase per annum, to say nothing of the last items mentioned in the list. You no doubt have also observed that we often suffer heavy declines in prices which we are never able to offset with the advances. This, too, must be taken into consideration as an additional part of the expense account which will carry the average far above fifteen per cent. So few people figure the percentage on the amount of goods purchased which is the correct way to arrive at the real cost to do business. Most of us figure the percentage on the amount of our annual sales, which is not the correct way to determine the real percentage of expenses.

Below I give you an example which will show favorably with the average order taken in the grocery business doing a liberal country trade, showing the first cost and the cost with expense added.

Below I give you an example which will show favorably with the average order taken in the grocery business doing a liberal country trade, showing the first cost and the cost with expense added.

	First cost	15 perct added	Sell	Loss
1 bu. Seed Potatoes	.80	.92	.80	.12
1 sk Bran	1.15	1.32	1.20	.12
20 bars Soap	.52	.60	.50	.10
5 gal Syrup, jacket can	1.80	2.07	2.00	.07
1 dz. pkgs. Oats or Flakes	.90	1.04	1.00	.04
10 lb. bkt Lard	.93	1.07	.95	.12
100 lbs. Sugar	5.00	5.75	5.60	.75
1 lb. New South Tobacco	.40	.46	.45	.01
20 lbs. Meat	2.00	2.30	2.20	.10
25 lbs. Navy Beans 3-12	.87	1.00	1.00	.00
1 bottle Pickles	.60	.69	.65	.04
2 pkgs. C. of Wheat	.24	.27	.25	.02
12 cans Corn	.90	1.03	1.00	.03
1sk Meal	.50	.57	.55	.02
	$19.11	$22.16	$20.15	$2.01

Now take the difference between the footing of the cost column and that of the column of prices sold at and you will it to be only $1.05, which is about 5 per cent above the cost of the goods, showing a deficit of 10 per cent on the cost of handling the goods, which is a total loss. You may say your business only cost 10 per cent to handle, and let us admit that it does not, then add 10 per cent to the cost column and you will find that the goods cost you $21.02, and you sell them for $20.15, a loss of 87 cents, instead of making something for your labor.

You then say that you will make it up on the smaller articles, such as soda, spices, extracts and such articles as bear 25 per cent. Well, to do this you will have to sell nearly $4 worth of that class of stuff to bring you out even, and still you have not made a cent. But you must remember that the average purchaser of such a bill as we have taken for a basis does not buy more than 40 to 50 cents worth of the 25 per cent profit-bearing class of goods. You can readily see that this manner of doing business is one of the main causes of so many failures in business.



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

Now, would any of us go out and serve in any other kind of business, or State or county office, or any kind of labor for so little as we are contented to labor for in the grocery business? I am told that the dry goods people add 20 per cent to their first cost for expenses and then figure profits on top of that basis. You will observe that all druggists, doctors, blacksmiths, barbers, hotels and boarding-houses, skating rinks, circuses, water and light companies and real estate dealers have fixed their price on a profit basis and are all making money. The farmer seeks the man who will give him the most for his product, while we grocers seek the man that will take our goods for the lowest price.

The rates for railroad and express companies are fixed by our State and

(Continued on page 11.)

PURE FOOD LAW.

Necessity of Regulations to Conform With National Requirements.

There will never be a full accomplishment of the purpose of food legislation, which is to protect the consumer from being duped by fraudulent and injurious products and the honest retailer from having to face dishonest competition, until there is practical uniformity of state and national laws.

The national law applies to products for interstate commerce only. It does not concern itself with goods manufactured and sold within the same state. The national act applies only to articles made in one state and sold in another.

If goods pass beyond the federal jurisdiction and out of the original packages in which they are transported and enter into retail trade without detection, only local authority can interfere with their sale.

There is a food law in California, but it is allowed to go unenforced. This and every other state should have a law which can be fairly enforced, without injustice to either manufacturer or distributer and at the same time will properly safeguard the consumer.

The requirements of the state laws differ often on unimportant points, sometimes necessitating the packing of an article which is neither injurious nor fraudulent in several different ways and under different labels, according to the state into which it is to be shipped.

The different state legislatures as fast as they meet should revise their food laws to make them substantially uniform with the new national law. There should be conformity on at least all important points. In this way we would have a system which would be effective throughout the country, and that is the very thing wanted.

National and state laws must not conflict with each other; national and state officials must co-operate with one another.

SPOKANE GROCER LOCATES.

Spokane, Wash.—Francis E Pope, president of the Francis E. Pope Company, has bought two lots, which are now occupied by a two-story apartment house which Mr. Pope will remove to some location not yet decided upon. He will then put up a large warehouse for the Francis E. Pope Company for the large wholesale grocery business.

J. Greenfield, one of the most popular retail cigar clerks in the city and who has been with Ben Adler for the past ten years, is now managing a store in Oakland for M. Friedman at 7th and Broadway, one of the busiest places in Oakland.

MANY MERCHANTS BUY.

They See Great Saving in the McCaskey Account Register.

All over the states, merchants are putting in the McCaskey Account Registers.

Many sales are a result of an initial inquiry through having seen the advertisement in the Advocate.

More sales are made through the fact that each sale has served to interest the neighbors of that merchant in the Register. They see the saving it effects in time, labor, expense and leaks and, as a consequence, they put the system in too.

We would call the attention of our readers to the advertisement on Page 1 of the cover.

SWAN SELLS OLIVES.

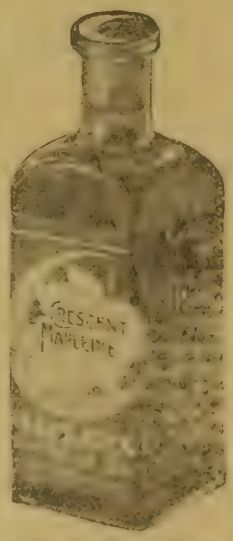
E F Swan is visiting the [illegible] trade in the interests of the Swan Packing Co. He reports that the grocers generally have bought very largely, taking advantage of the low [illegible] prices to meet conditions that have developed in Spain.

ANOTHER ROCHDALE STORE.

Visalia, Cal., Oct. 26.—Articles of incorporation of the Granada Rochdale Company have been filed. The town of Granada is located a few miles south of Porterville. The directors for the first year are Nelson G Steele, W H Evans, John Sneddin, F M Carlisle and J. B. Dennis, all of Granada. The amount which each member is to pay upon admission as a stockholder and membership fee is $2.

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she need it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

CALIFORNIA.

Eureka.—Jas. Leamey is moving his grocery store from 3rd and R. Sts., to the Olmstead Bldg., on 5th and J Sts.

Los Angeles.—W. B. Pratt is erecting a building on Glendale ave., to be occupied by Miller & Eshelman as a grocery and hardware establishment.

Los Angeles.—Mr. Bismarck Feilchenfeld and his brother will give up the management of the grocery department of the Broadway Department Store. They are going to open a grocery and meat market about the first of the year.

Needles.—T. A. Brown has opened a general store.

Orange.—Dr. R. C. Dalton has bought a half interest in the business of R. C. Blythe.

Pomona.—D. R. Donnan, late of St. Joseph, Mo., has purchased the Capitol grocery.

Redwood City.—C. H. Offerman has moved his grocery store to the Gunning building.

San Diego.—A. B. Diedrichson has has sold his grocery at 1212 Fourth St., to V. A. Zimmerman.

San Luis Obispo.—Watson's grocery store has been opened, at the corner of Garden and Marsh streets by C. E. Watson.

Santa Maria.—W. O. Laughlin has taken a position with W. A. Haslam & Co., as clerk of the grocery department.

Santa Rosa.—Geo. F. King, grocer, is now conducting two stores, one on Fifth street, and the other in the Shea building on the corner of A and Fourth streets, in the storeroom formerly occupied by Kopf & Donovan.

OREGON.

Albany.—Ellis & Humphrey, grocers, have dissolved, Humphrey retiring.

Alicel.—B. F. Webb has bought Chas. Playle's general store.

Beaverton.—A. H. Spraner has started a general store.

Coquille.—C. Butler has started a grocery.

Coquille.—W. T. Kerr has succeeded Z. C. Strang, general store.

Cottage Grove.—L. Morss has succeeded S. T. Bowman, general store.

Corvallis.—Harlan & Schwingler have purchased the business of True & Cashey.

Cornelius.—C. C. Hancock, general store, is adding furniture.

Eugene.—I. T. Nicklin & Co., grocers, are having their store enlarged.

Eddyville.—J. P. Stringer has purchased the general store of Eddy Bros.

Falls City.—H. C. Courter has started a general store.

Gold Hill.—C. R. Farmer has succeeded L. R. Thoburne, grocery.

Huntington.—The general store of Sherk & Graham is closing out.

Hermiston.—Bland & Donavan's general store was entered by burglars last Friday night, the safe blown open and $90 in cash secured.

Irving.—D. J. Switzer is reported to have purchased Whitney Bros.' general merchandise store.

Joseph.—W. L. Mulkey has started a racket store.

Klamath Falls.—Van Ripper Bros. are opening a grocery store.

Mapleton.—F. C. Bean, general merchant, has discontinued his general store and will remove to Eugene, where his residence is.

Nortons.—W. H. Miller has discontinued his general store.

Portland.—Hansen Bros. have opened a general store.

Portland.—S. S. Durkheimer has sold his grocery at the corner of Sixteenth and Glisan to Sullivan & Kruger.

Portland.—Dwight Edwards Co. is getting out a handsome new tea carton. The carton tea will appear to the trade in 6, 8, 12 and 16 ounce sizes.

Portland.—Lentz & Gingerich have started a grocery at 830 Union avenue.

Roseburg.—B. A. Hunsacker has purchased an interest in Gowdy & Frewing's grocery store.

Union.—R. Slater has sold his grocery store to C. E. Oliver.

Union.—The Lucas & Hanks Merc. Co. has succeeded H. J. Lucas, general store.

WASHINGTON.

Ballard.—H. P. Fraser has succeeded C. A. Feltus, grocer.

Ballard.—R. A. Burns has started a grocery store.

Bellingham.—Haskins & Pless, general merchants, have incorporated.

Chesau.—Peay & Plunkett, general merchants, have dissolved partnership, W. Peay & Co. succeeding.

Clarkson.—J. W. Corwin has purchased A. Algie's interests in the grocery firm of Algie & Ayre.

Colfax.—Kimball & Mann, general merchants are closing out business, and will discontinue on the 10th, both members of the firm going East.

Ferry.—The Soule Mercantile Co. has opened a general store.

Felida.—Nichols & McCann have succeeded E. J. Nichols & Son, general store.

Hartline.—J. W. Thompson's general store was burglarized recently and $40 in cash, two fur overcoats, five fur boas and six pairs of leather gloves, the whole aggregating several hundred dollars, taken.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Johnson.—H. G. Grand has purchased I. G. McCormick's general store.

Leavenworth.—The Leavenworth Mercantile Co. has filed supplemental articles of incorporation, increasing capital stock to $25,000.

Monroe.—J. E. Doloss & Co., general store has added a stock of groceries.

North Yakima.—J. O. Orchard has started a grocery.

Nooksack.—Fred Swanson has succeeded the Farmers' Co-operative Store, with a general store.

Newport.—Fire last week burned T. Town's grocery store. Loss covered by insurance.

Quincy.—Neese & Prichard are opening a grocery store.

Renton.—Williams & Knight have opened a general store.

Renton.—J. Dobson has opened a grocery store.

Renton.—John Sedlacek has started a grocery.

Roslyn.—Morrison & Genasci have succeeded to the grocery business of Carollo & Genasci.

Seattle.—The Padley Grocery Co. has bought out Winslow & Hancock, grocery at 4301 Woodland Park avenue.

Seattle.—George Scott, cigars at 3053 Twentieth avenue west, is adding groceries.

Seattle.—Peterson & Doughty have started a grocery and meat market at School house Station.

Seattle.—Harrah Bros. have bought the Broadway Grocery from McRea & Branigan.

Seattle.—Patrick & Daggett are opening a grocery store.

Seattle.—R. Gogen's grocery stock is to be sold at auction.

Seattle.—Thomas & Maflin have succeeded H. Thomas, groceries.

Spokane.—Greenough Bros., Sprague avenue grocers, have bought from Hazelwood Co. the west part of the building which the latter occupies on Browne street for use as a warehouse. The building is 50x140 feet and is two stories with a full basement. The price was $30,000.

Spokane.—H. E. Tosspon, proprietor of the Star grocery, corner Fifth and Haven, has bought the building occupied by his store for $2,500.

Spokane.—Christian Aarli has started a grocery.

Spokane.—John Kipkey has succeeded W. S. Miller, grocery.

Tacoma.—C. H. Grinnell, of the Tacoma Grocery Co.; John T. Redman, of the West Coast Grocery Co.; P. B. McLean and Gus. Lindberg, acting as a committee to visit the retail grocers in the interests of the Y. M. C. A. building fund. They secured subscriptions of $1,200 in a few hours and it is expected that the retailers will be on the books for from $3,500 to $5,000.

South Bend.—D. J. Olds has opened the Olds Cash Grocery.

Sumner.—Livesly & Darr, grocers, have dissolved partnership, G. D. Livesley continuing the business.

Vancouver.—Hamilton & Crawford has opened a grocery.

Walla Walla.—L. A. Dietz has purchased W. W. Wainright's grocery store.

Walla Walla.—Leigh Lawrence has opened a grocery store.

Zillah.—L. E. Lawrence has purchased Frye & Harbaugh's general store.

ARIZONA.

Congress Junction.—Mr. R. O. Worley, manager of the Wendendale store, has resigned his position and will open a general store at Brayton in a short time.

Nogales.—The Washington Trading Co. have bought the Scoville & Back stock of groceries.

BRITISH COLUMBIA.

Revelstoke.—J. McIntyre is opening a grocery and lumbermen's supply store.

Vancouver.—Work & Chase, tea merchants, have dissolved. B. E. Chase continues the business.

Victoria.—Watson & Jones, grocers, have dissolved, Watson continuing the business.

IDAHO.

Boise.—W. Hard has purchased J. Hammond's grocery store.

Boise.—E. A. Baker has purchased an interest with Wright & Kiger in the American Grocery.

Granite.—W. J. Pentland is starting a general store.

Hope.—K. Wannemaker, general merchant, is adding meats.

Moscow.—The Motter-Wheeler Co., general merchants, advertises closing-out sale of its business.

Murray.—Charles Awaine has purchased the stock of general merchandise from Savage & Morrison, for himself and business partner, Mr. Helm. The grocery department will be enlarged.

Reubens.—The Fleming Trading Co. is opening a general merchandise store.

Sugar City.—The Sugar City Mercantile Co. has filed articles of incorporation.

Warren.—I. R. Smith & Co., merchants, have sold their stock to Kelly & Patterson.

CORCORAN'S NEW VENTURE.

Thos. H. Corcoran is interested in a concern that will start a supply store in Kentfield. He is a leading grocer of San Francisco. Mr. Fowler will manage the new grocery. They will have a fine meat and vegetable department.

ADVOCATE OF GREAT USE.

Tracy, Cal., Nov. 2nd, 1906.

Retail Grocers' Advocate, City.

Gentlemen: Inclosed find postal money order for the sum of two dollars ($2.00) in payment of one year's subscription, to expire November, 1907. Kindly send receipt for same.

Beg to inform you of a change in the business, which you probably are not aware of. Since the 6th day of October, it has been under the proprietorship of Koehler Bros., my mother having retired from the business, and we have assumed charge, as stated.

We have found your paper to be of great value to us, therefore, do we wish to continue its subscription.

Assuring you that anything we can do to help support the paper will have our best efforts, we are,

Yours very truly,

Koehler Bros., Per W. J. Koehler.

PAINLESS DENTISTRY



If your nerves are sensitive and your teeth are delicate, you should surely come to us for your dental work.

Our methods are absolutely painless, and the most sensitive person never [illegible] during a delicate operation here.

We employ [illegible] cery man a skilled and expert dentist, with a [illegible] dentistry, and [illegible] upon it that your work will be well done [illegible] it, and you will not suffer [illegible] pain, either.

[illegible]

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Two Hot at Sixth and Market

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor; H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock. p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 1a1). Mr. Holmes will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

November, 1906.—Monday, the 5th, and Monday, the 19th.

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

DEATH OF FRED HOBBS.

The death of that most estimable gentleman, Mr. Fred Hobbs, of the F. F. Hobbs Co., merchandise brokers, came as a great shock to his many friends and business associates on the "street." A desire to remain at his post of duty despite the fact that nature gave him warning that something was wrong, probably was as much to blame for the result as was the primary cause—typhoid fever.

The jobbers and his fellow brokers will truly miss his jolly smile and hearty hand-clasp. It seems hardly possible that Fred Hobbs has gone from among us to his final accounting. We are sure that his rate of brokerage, in this, his final transaction, will be commensurate to his great worth.

Mr. Hobbs left a wife and two children to mourn his loss. He was abed less than eight days and passed away on Friday evening, November 2nd, at 10:15 in the presence of his family.

The funeral was under the auspices of the Elks, of which organization Mr. Hobbs was a valued member, and took place on Monday of this week.

The stock of coffee other than Brazil in the United States on October 1st was 375,813 bags, against 381,108 bags on September 1, and 434,145 bags a year ago. The stock is distributed as follows: New York, 359,786; San Francisco, 10,303, and New Orleans, 5,724 bags.

PURE FOOD LAW.

Synopsis of the Important Rulings As to Its Meaning.

For the benefit of "Eli Grocer," Prof. H. W. Wiley of the Department of Agriculture has prepared this synopisis of the federal food law, effective January 1, 1907:

Must Be Truly Labeled.

"The section respecting the labeling of products requires that the ingredients of the package shall be stated, so that the purchaser may know precisely what he is buying. In the matter of coloring, the requirement is that no ingredient known to be deleterious to human health shall be used by manufacturers. This regulation applies with special force to the manufacture of candies.

Adulteration.

"Adulteration, especially of drugs, is prohibited, but standard drugs will not be considered adulterated provided they are branded so as to show their actual strength or purity.

"Poisonous or deleterious preservatives shall be applied only externally and shall be of a kind that will not permeate to the interior of the product. The preservatives must be of such a character that, until removed, the food products are inedible.

Place of Manufacture.

"The label on every product must bear the name of the product and the place of manufacture, and must show whether the article is a compound, mixture or blend. It must designate also the ingredients and proportion in the case of drugs an dfods. The use of any false or misleading statement, design or device on the label is specially prohibited.

About Names.

"Differences of opinion arose among the members of the commission respecting important details of the rules. As originally drafted they prohibited the use of generic names as applied to products of American manufacture. For instance, the word 'champagne,' as distinguishing a kind of wine, could not be used in connection with an American wine of that kind, because it was held to be misleading, if not actually deceptive. Geographical names, generally, as applied to food or drug products, or to wines and liquors, were not permitted to be used under the regulations as prepared by the commission.

"When the matter was submitted to the secretaries of the three departments for approval certain changes were made. The use of geographical names, for instance, was permitted in cases in which it was thought the names were generic or distinctive. It was provided, however, that it should be indicated on the package containing the product that it was of American manufacture. Thus champagne is required to be labeled 'American champagne' or 'California champagne,' so that the purchaser, while he knows that he is getting a certain kind of wine, knows also that the wine is made in America and not in France. The regulations apply to other products in a similar way."

GROCERS DEMAND GUARANTEES.

At the last meeting of the Omaha, Nebraska, Retail Grocers' Association the national pure food law was discussed and the members decided to protect themselves by demanding guarantees from the jobbing grocers, to the effect that all goods bought of them fulfill the requirements of the law.

The Retail Grocers' and Merchants' Association of Little Rock, Arkansas, has agreed that the members shall hereafter demand a guarantee from jobbers with all goods they buy.

ANOTHER MILK COMPANY.

Portland, Ore.—The May Land Company, incorporated with a capital of $150,000, has established itself in the Washington building. Among other holdings the company has 700 acres along the Sandy Road, within six miles of the center of the city, and a condensed milk factory is to be established there.

Emanuel May, president of the company, was treasurer of the Union Meat Company when that corporation sold out to Swift & Co., and the lands at Troutdale as well as the tract near the city were retained.

"We propose to condense the product of over 300 cows," Mr. May said, "and we will export condensed cream to all parts of the world."

MORE SALT PROMISED.

Carmen Island, a tract of 1,000 acres of leveed land lying about four miles southeasterly from Alvarado, has been acquired by the California Salt Company, of which William G. Henshaw is president; Tyler Henshaw, vice-president; Herbert C. Coward, superintendent. The island was purchased from the Block estate.

By the acquisition of Carmen Island the California Salt Company will increase its output by 20,000 tons annually.

ARMER BROS & CO.

Armer Bros. & Co. are now located at San Pablo avenue near 29th street, Oakland.

A merchant who is not posted on market conditions cannot hope to purchase goods as advantageously as his competitor who is posted and who buys accordingly. The difference is this: the posted man knows what he is doing, the other fellow does not.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt
Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

NATIONAL CONVENTION.

Editor Advocate: The time of the annual convention of the National Association of Retail Grocers is fast drawing nigh. Many topics of national interest will be up for discussion. There is no part of the country that will not be effected by national legislation to some extent; beside this, there are a great many local issues that are forcing themselves upon us every day.

I would respectfully ask the trade press to solicit from the membership in the several states an opinion as to what they would have come up for discussion along general lines at the next meeting of the National Association, which will be held in Dallas, Texas, January 22, 23, 24, 1907.

An expression of opinion would help us to formulate the program of proceedings. Men capable in the trade could be selected to prepare papers on the topics which would bring them before the convention for discussion, out of which great good would come.

The holidays intervening, cuts the time for thought very short, so would suggest that such matters as are worthy of the consideration of the national body, should be taken up and discussed in the several local associations throughout the country, and after local discussion, could be suggested for a place on the program.—**John A. Green,** President.

ASSOCIATION NOTES.

Portland, Ore.—The Grocers' and Merchants' Association, has been incorporated at Salem by Dan Kellagher, A. A. Kadderly, B. J. Dresser, D. C. Burns, George S. Lewis, M. A. Raymond and J. E. Malley.

Toledo, O.—The Toledo Retail Grocers' and Butchers' Association recently organized a "Dallas" Club, for the purpose of going to the National Association in that city in January next.

Rocford, Ill.—The grocers have decided to omit the pure food show this winter and hold it next fall.

Denver, Colo.—The manufacturers' Association will ask the legislature to pass a pure food law on the same lines as the National law.

Meridian, Miss.—At a meeting of the Retail Grocers' Association of Meridian, Miss., a state association was launched under the most favorable auspices. The semi-jobber was raked over the coals in a way which should make him worry about his trade with retailers and many of the delegates present showed what concerted action would do in this matter at the next convention.

Brooklyn, N. Y.—President Bischoff of the Brooklyn Retail Grocers' Association, as a reward to those who have worked hard for the success of the association in past years, and also for the present members, made the following suggestion at the last meeting of the organization:

"Membership in this association shall carry with it a life insurance of $100, i. e., every member of this association shall be entitled to the sum of $100 at the time of his death which shall be paid to his wife, by the treasurer of this association in the following manner and under the following conditions, to wit:

"Provided, first, he has been a member of this association for at least five years prior to his death (1, 2 or 3 years).

"Provided, second, he must be a member in good standing and not be in arrears for more than three months.

"Satisfactory proof of his death must be furnished to this association."

Monroe, La.—The Monroe Retail Grocers' Association has a grievance against certain New Orleans wholesale grocers for selling goods direct to the retailer. The organization will take up the matter with the offending houses with a view of putting a stop to the practice.

Little Rock, Ark.—The next meeting of the Little Rock Association will devote considerable time to the discussion of the pure food law and how it will effect the retailer. The committee which was appointed to look into the matter will make its report and Secretary Longley, in his circular letter has urged every member to be present and to come loaded with all the information he has read on the subject. The credit department reports an increased inquiry on ratings which gives satisfaction to those who have the department in charge. The employment bureau also reports that it has several applications for positions from men who are well qualified as clerks and book-keepers.

Burlington, Iowa.—The Burlington Retail Grocers' and Butchers' Association last week met with H. R. Wright, state dairy and food inspector, and were enlightened by him on the different points of the new law. Many of the points which were not well understood by the merchants were explained by Mr. Wright. The association showed itself to be heartily in favor with the pure food proposition and those present promised to do all in their power to help in the proper enforcement of the statutes.

ROYAL GIVES GUARANTEES.

The Royal Baking Powder Company has sent out the following which is of great value to retailers:

"Enclosed herewith we are sending a formal guarantee for Royal Baking Powder.

"The National Food Law approved June 30, 1906, which goes into effect January 1, 1907, protects the dealer in the sale of foods which are guaranteed as set forth in the law. We are glad to give a guarantee for Royal Baking Powder in the manner provided for foods in the statute, and in all other ways, as we have for many years past.

"This new law will emphasize the importance of pure, healthful foods for all the people, and we believe standards, define adulterations, and reward the best products will be welcome throughout the trade.

"The Royal Baking Powder Co."

FIGURING PROFITS.

(Continued from page 6.)

United States Governments on a profit basis. All government salaries are fixed on a profit basis to the laborer. In fact, everything on the earth except grocery merchants is protected, but we seem to be like a lot of untamed bronchoes, running wild and taking chances of being fed and clothed by the God of Nature and bucking at every offer presented to us by which we could better our conditions.

Shall we wake up and adopt some measure to assure our success or shall we sleep on and as thousands have done before, trust to the bankrupt law and the wholesale houses to take care of us? Respectfully

WM. BREWER

TAKING AN INVENTORY.

Points of Value That Make It a Necessity.

Have you a complete inventory of your business, so that in case of fire you will secure a satisfactory insurance settlement?

This is an important question for a business man to ask. It means protection of insurance.

When the local solicitor for insurance calls he does not mention the necessity of an inventory. He is out for as as much business as he can get, and he prefers an inflated policy rather than a small amount.

Will Save Loss.

After the fire, the insurance adjuster will naturally have the best of any argument when adjusting the amount of the loss. It is very likely that for a few years to come, at least, insurance companies will be exacting in their demands of proof, so as to recoup their San Francisco losses.

An up-to-date inventory is valuable not only as a protection in case of fire, but as a ready reference of the assets outside of the good will. It is also a valuable guide for the person who does the purchasing, enabling him to keep salable goods and not unsalable stock constantly on hand.

New Systems Help.

With the general introduction of the loose leaf system, the terror of taking inventory has almost entirely disappeared. Now it is possible to keep a perpetual inventory, and to know almost in an instant the amount of stock on hand in different departments. Additions and deductions can constantly be made to the loose leaf inventory.

NOW is a good time to start a perpetual inventory if you have none.

Helps Move Old Goods.

The taking of the inventory at leisure will afford an opportunity to renovate the plant or store. It will discover machinery or fixtures no longer of use and which can be sold as second hand. It will also unshelf goods which are slow sellers and thus suggest a special sale.

In fact, the perpetual inventory of any retail stock is like a thermometer, for it tells the ups and downs, the high and low temperature of the business. By constantly studying the inventory, a business man will learn what is most in demand in his line, and thus be able to prepare accordingly.—**Merchants' Index.**

Be honest with yourself, with your jobber and with your fellow man. In this day and age there is neither money nor satisfaction in being anything else. We doubt if there ever was a time when honesty was not quoted above par.

PREPARING WALNUTS.

California Growers Profit by New Methods and Machinery.

This is the first year for the new machinery at the shipping houses of the Walnut Growers' Association. The new machinery includes apparatus for grading, blending and bleaching the nuts.

The sacks of walnuts, which have been washed thoroughly, are dipped into a chemical bath, which lightens the tint of the shells. This chemical bath in no wise injures the meat of the nut. It takes the place of the process which the growers have used for many years in which sulphur largely enters.

After the nuts are bleached and again washed, they are carried by means of an elevated belt to big bins, from which they are sacked, labeled and shipped.

The expense of bleaching, blending and sacking the nuts, with the maintainance of the building, interest on investment, etc., has averaged in this association for the past years only about 1 per cent of the crop value, and is said to be one of the best records among the twelve similar California associations.

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop & Co.) pts	.25
Chili Sauce, Bishop's (Bishop & Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop & Co.) pints	.25

SOAPS.

Sapolio.....10c, 3 for 25c

PRICE CUTTING HURTS.

Price-cutting is a boomerang which nearly always works backwards with marvelous accuracy and deadliness.

It is as dangerous as the gun of the small boy which he regarded with fear even after lock, stock and barrel had vanished, for his father whipped him with the ramrod.

There are men who habitually cut prices, not for the sake of drawing customers so much as from a desire to injure competitors. They may succeed—frequently do—but the boomerang smites them swiftly, and they are hurt fully as much as their intended victims.

CRYSTAL CRACKERS.

New Factory Begins Operations and Is Well Received.

The Crystal Cracker Co., located at 313-323 Bay St., has begun operations. Jos. A. Stulz, the well-known grocer, is president of the company. Associated with him are A. L. Voohees and G. W. Young of Napa, John Farnham and W. B. Morgan. The Crystal Cracker Co. have constructed a suitable building, and have equipped it with all the best and most complete machinery, and are now turning out crackers, fancy cakes and pilot bread by the wholesale and of all kinds and description.

Already orders are rushing in upon them and the product of their ovens, which have a capacity of 100 barrels of flour a day, will soon be called for throughout the Pacific Slope, in Hawaii and the Orient.

They have secured the services of Head Baker Delaney, formerly of the American Biscuit Company of San Francisco, and will undoubtedly obtain a large part of the business done by that great corporation before the fire.

The "Crystal Cracker Company" is one of the first plants of its kind to get under way in San Francisco since the disaster. The enterprise of those behind it deserves the success that will undoubtedly come.

In announcing an advance to $3 for Continental key-opening quarter oil sardines, the Sea Coast Canning Company say: "A number of the factories have been closed on account of lack of fish, and the very high price of cottonseed oil, and more will undoubtedly close very soon. The shortage as compared with last year is estimated at 1,200,000 cases, say one million, against 2,200,000 in 1905."

WANT REST ON SUNDAY.

Los Angeles, Cal. A movement favoring Sunday closing among grocers and other retail stores has been started locally and petitions asking for an ordinance have been circulated.

It is stated that many of the large cities have a closed Sunday for their retail stores.

There has been a tendency of late to keep groceries open Sundays in localities where closing prevailed and trade papers are combatting the seven-day-a-week rule. These journals have inspired the petitions here.

Commenting upon the canned food situation, the "American Grocer" says: "In many respects the present is as remarkable a condition as ever existed. Right now when deliveries are going forward, there is a general scarcity of goods, particularly high grade. Although there has been a heavy over-production of canned corn, there is sure to be a pronounced shortage of fancy. No Maine corn of very high grade is offering; many of the Maine packers are short in deliveries. New York State packers are cleaned up on string beans. Apples are hard to find, and the tendency is upward. Fruits in general are in scant supply. Columbia River salmon is scarce. Tomatoes are sure to be good property, especially fine stock. Gallons will be very scarce."

There promises to be a marked curtailment in the sale of Java and Mocha coffee in this country, as a result of the provisions of the new national pure-food law. Dr. Wiley, in a recent interview, is quoted as saying: "I am of the opinion that the United States will be able to stop interstate commerce in coffee falsely labeled Java and Mocha. I am of the opinion that most of the false branding is done by the local grocer, who is, therefore, amenable only to state law. I believe, further, that the laws of nearly all the states if enforced would punish the local grocer for such false branding. I hope to live to see such frauds eradicated."

The manufacturer who puts up pure goods in the days gone by and lost some of his trade by doing so on account of price cutters is now wearing a smile because those who did not know that "the quality is remembered long after the price is forgotten" are beginning to realize their error.


An Auto? No!
Peanut and Popcorn Sener
Catalog shows em $40 to $4000. Cash or terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Prunes are advancing.

Canned peas are firm.

Raisins are very strong.

Oregon prunes are stronger.

All dried fruits are going up.

Thanksgiving's the next food event.

Canned lemon cling peaches are scarce.

The outlook for rice is exceptionally bullish.

The pack of canned string beans is short.

The quality of the new Persian dates is very fine.

The first years of man must make provision for the last.

Keep your eagle eye on cove oysters. They'll be higher yet.

Spain is quoting olives at the highest prices on record.

The Atlantic Coast clam pack is reported short this year.

If you're going to need any more canned fruits buy 'em now.

It is unsuitable for a reasonable being to act without a plan.

A wise man is one who has ceased to dispute and learned to live.

California canned fruits are having a free sale in the English markets.

Display lanterns, lamp wicks, candles, etc., for the days are short.

Indiana tomato canners as a rule are short on their deliveries of future orders.

The chemical preservative in food products will soon be a thing of the past in the United States.

Better look that stove over a bit before the cold snap catches you and calls for heat in the store.

Reports direct to us from Texas say that the outlook for the pecan nut in that state is unfavorable this season.

Spanish raisin growers report that the yield is scarcely half what was harvested last season on the same area.

It is asserted that two large packing interests have paid 2⅝c basis net to growers for prunes of only average quality.

Handle your trade in a way to make a friend of each customer. It'll make 'em easier to get along with, easier to satisfy.

Five minutes hard thinking before you commence writing an advertisement will improve the pulling power of the ad.

The recent severe storms on the Mexican Gulf coast is reported to have done a great deal of damage to the pecan crop.

California prunes are reported to be moving off well in the London market with higher prices asked on goods to arive.

Keep pounding away at collections. If the goods go out the money in payment for them must come in, otherwise the merchant fails.

If the delivery wagon driver is unreliable and unsteady there is certain to be trouble of a serious nature with some of your customers.

You can never tell whether the person to whom you have granted credit is going to give you the worst of it or not, so be careful.

A mail order citizen is not a valuable addition to any community. Such a citizen helps but little in the upbuilding of a community.

Domestic sardines look like a good purchase at ruling prices, notwithstanding that there have already been a couple or more advances.

A clean store, a courteous body of clerks and goods to remember now as the guarantee. It is a saving point. Get your guarantees every time.

Advices from Eastport report no improvement in the catch of sardines, and many of the factories are closing on account of the lack of supplies.

According to the Chicago "Canner" reports on the sweet corn pack show a considerable falling off from last year's figures in the heaviest packing states.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

The retailer who buys peas at prevailing market prices will, almost to a certainty, be getting them for less than the figures which will be ruling in the spring.

Cable advices from Greece indicate that the market for prompt shipment currants is fluctuating within narrow limits, but with a strong tendency toward a higher basis.

See that you get a guaranty of purity from your jobber or manufacturer on everything you buy. Don't wait until the law becomes effective; we mean right now, today.

The merchant who pushes good goods in preference to cheap ones will find that his reputation grows better. People remember quality much longer than they do low prices.

Insist that every lot of foodstuffs you buy carries with it the seller's guarantee that the goods are in conformity with the national pure food law. Get the guarantee habit.

If the average grocer would devote as much of his business ability in selling goods as he does along the line of buying cheap he would be far more ahead at the end of the year.

A good many men make a good living, and then some, in running a delicatessen store, handling high grade goods. Why not try starting a department of this kind in your store?

The merchant who manages to build up a reputation for handling genuine, good olive oil will be doing a mighty good stroke of business, for a good trade on olive oil is worth money.

Guarantee the goods you sell to be what you sell them for, but be sure you know what they are before you sell them. Too few grocers know what they are selling these days.

Never stop trying to induce the customer who always wants cheap goods to purchase good goods. Not only is the profit greater, but it goes as far as anything else to hold your trade.

Arguimbau & Ramee say: "There is no abatement to the demand for citron, lemon and orange peel, and as the quantity available is getting reduced an advance is probable soon."

The clerk who believes that he is not being paid as much as he deserves, generally deserves less than he is getting. The other kind either get an advance or look elsewhere for a position.

Raisin packers are finding out that prices will rule this year considerably above what they figured on early in the season, and some of the packers have withdrawn on layer goods, and loose raisins.

With prices all along the line going up, grocers will have to do some pretty tall thinking to arrange their business so that the ledger will show the balance on the right side at the close of the year.

The season's Scotch herring fishing is over, and the net result is a considerable shortage, though actual figures haven't as yet been published. Holland herring market is very firm, due to reports of short catch.

Secretary William Graf, of the National Association of Retail Grocers, reports the recent pure food show of the Boston Grocers' Association a great success. Over 20,000 paid for admission in one day.

It is a pretty good thing to tell the man who offers you premiums [illegible] that you would buy his goods if he would put the premium in lower prices to you instead of knives and rocking chairs to your customers.

The man who keeps on hammering will ultimately drive a nail, but a quick, sharp, straight blow will set the nail more effectively than a dozen little taps. Be an aggressive, am-

[illegible] of a good merchant.

When an article is mentioned in the merchant's advertisement as [illegible] that the price of it is quoted also. The article often the [illegible] which makes a person who started in to merely read the ad a buyer of [illegible].

According to the Strohmeyer & Arpe Co., the catch of Norway mackerel is [illegible]. Prices were established on the [illegible] market and are reflected by [illegible] now quoted here. The quality of the fish was fine, having about 20 per cent on the catch was small in [illegible].

Walnuts are particularly firm and [illegible] soft-shelled are asking advanced [illegible]. There is no Association [illegible] set in first hands. There are all kinds of quotations on almonds, some insisting that the market is at least 1 cent a pound higher than others think.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PRICES UNCHANGED

1 case to 4 cases..... $4.75 10 cases to 24 cases..... $4.65
5 cases to 9 cases..... 3.70 25 cases to 49 cases..... 3.60
50 cases and over..... $3.55

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.
JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

REACHING FOR BUSINESS.

Eternal Vigilance the Price of Increasing Trade.

With the fall season here it is time for the retail grocer to begin to consider what particular effort he will make to improve his business and attract new custom.

The large dealer in the city, or the small dealer in the country may share in the improvement incident to the fall season.

The dealer who makes the most out of his opportunities, begins early and keeps at work continuously. Otherwise, some more enterprising competitor will make more out of it than he will himself. An early start and continuous work will accomplish wonders in this direction.

While it is often desirable and more profitable to work along the lines of least resistance, sometimes a dealer will achieve a more pronounced and lasting success by doing the opposite and exert himself to overcome such real or imaginary difficulties as confront him.

Methods of increasing business vary with individuals, but the same basic principle underles them all—to attract favorable attention to the store and thereby increase the number of possible buyers who enter and undoubtedly the number of sales actually made.

Sales are generally productive of profit. If they are not they should not be made. The dealer who can enlarge his number of possible buyers and increase his sales has mastered the secret of successful merchandizing and in position to command fortune.

A Special Opening.

One successful method of attracting favorable attention is to advertise a special opening of fall goods. Grocers can do this as well as others. Further, there are thousands of dealers who handle not only groceries, but dry goods and they can emphasize their fall business by having an opening week in which all varieties of goods handled shall share.

More buyers will go where all varieties of goods are offered; and the more buyers one gets the more profit he will make.

If one intends beginning the fall and winter campaign with an opening it ought to be widely advertised for at least a week before it occurs.

Advertise it in your windows.

Advertise it inside your store.

Use every possible means of publicity—newspaper advertising, posters, flyers, circulars, and any other kind that may occur to you. And keep it up without intermission until the week of the opening.

Then vary it by advertising the consummation of your plan and give some of the special trade opportunities you are offering.

Don't be half-hearted about your advertising. Consider it a part of your investment upon which you are to obtain profits, and be satisfied to wait a reasonable time for the returns.

Dress Up the Store.

For such an opening special effort must be made to make the store attractive.

The goods must be attractively arranged with price tickets to enable possible purchasers to know what they will cost without having to ask.

Each day during the sale, some one thing should be made a leader with a special price for that day. Frequently a leader like this will attract customers.

While special sales are quite likely to attract attention to one's store and goods, it is essential that the interest thus created be maintained, otherwise the full value will be lost. Interest must be kept up by means of advertising and special offers so the good work will not end with the opening sale.

Of course the success of any business is built upon the steady trade from day to day, not the spasmodic special sales. While all special sales and all openings must be emphasized and advertised to make them develop the best that is in them, it must be remembered that back of this is the substantial business which is built upon the daily trade.

When the slow-pay chap comes around and asks you to give him a little line of credit, turn a deaf ear to his entreaties. You know he has "skinned" the grocer around the corner, and with this knowledge it's a pretty sure thing that he will "skin" you too if he gets a fair chance.

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. pohn & Co., Agents, 50-52 Clay St., San Francisco.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

A decline of 30 cents on cane sugar and 40 cents on beet sugar was announced on Nov. 1st. It was not wholly un-anticipated as the raw market had been steadily declining and refined had declined in the East. The new prices make a differential of 20c between the price of beet and cane instead of 10c. The market is weak.

New York, N. Y., Nov. 7.—Raw sugar is quiet at 3 13-16c. for 96 deg. centrifugals, a decline of 1-8c over last week's quotations.

Philadelphia, Pa., Oct. 29.—"The Grocery World" reports:

"Official figures indicate that the world's sugar crop this coming year will be 11,834,000 tons, which is only 300,000 less than the enormous stock of last year. This large crop coming on top of the tremendous production of last year, will almost be sure to keep the market depressed and low. The low price of last year increased the consumption about 1,500,000 tons over what was consumed the year before. Nevertheless, if the present conditions continue, there will doubtless be a heavy decline both in raws and refined."

COFFEE.

New York, Oct. 23.—Volney, Green & Son, report:

"The market has ruled in buyers favor during the past week, with a slight decline in prices. The low grades are beginning to give way in price with more liberal offerings in Brazil, and unless they are all taken by a few large roasters, we should have fair stocks here within a few weeks. The receipts of coffee in Brazil continue large, and the visible supply at Rio and Santos is now nearly 1,000,000 bags more than it was at the same time last year. Notwithstanding the large stocks, it is still hard to find really desirable coffees at fair prices, except in grades approaching Exchange standard No. 2."

New York, Oct. 19.—Henry Nordlinger & Co., report:

"The receipts at Rio and Santos so far this season are in excess of the receipts during the same period of the record crop for the year 1901-02. But we must bear in mind the different causes which are inducing planters to hurry forward crops from the plantations, more rapidly this year than ever before. The principal reason is that an extra export tax of about ½c per pound goes into effect on December 1st."

TEA.

New York, Oct. 23.—John B. Brown & Co., report:

Formosas.—Since our last report prices have kept steadily though there has been no actual advance.

Congous.—Our latest mail advice concerning this class of tea is dated Shanghai September 29th, reporting an active market and strong demand, prices have steadily avanced from the opening of the season.

Hysons—Are rather slow of sale and Shanghai advices report a slight decline and the market a trifle weak. The Chinese natives are making heavy losses in all teas that are selling of this kind.

Country green teas have been offered at Shanghai to September 29, 1905, quite freely and buying from the commencement of the season has been quite general. During the first of the offerings prices were firm and advances were noted, but of late owing to the rise of one penny in exchange Tael prices are slightly lower.

Ping Sueys have been sold quite freely and the last mail advices from Shanghai on September 29, 1905, stated all offerings have been disposed of quite freely. Further supplies will depend entirely upon prevailing prices. Should the market advance even slightly, the stock offered for sale for export will be fully up to last season.

Indian Teas—The offerings at London public auction for September were 168,000 packages against 163,000 packages for the month of 1905 and this

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

offering had rather depressing tendency for teas unless they showed especially good liquor, but toward the latter part of September the market improved and a slight advance was noted in all grades.

Ceylons—The offerings at London public auction were 90,000 packages against 91,000 packages for the same month of 1905. The general quality showed an improvement and all offerings were readily sold at a continued advance for all grades and kinds, so much so that the advance can be quoted as 2c lb. The stock in warehouse is not excessive considering the quantity of this kind of tea consumed.

Home Market—We have a steady trade with prices slightly advancing for most all kinds. The arrivals at this particular season of the year are large and this is expected; arrivals will be free until the latter part of January. Stocks throughout the country are not large and for this reason a good run of business is anticipated.

RICE.

This commodity shows no sign of weakening. A number of sales to jobbers were consummated by brokers during the week, but prices were high. There appears to be no inclination on the part of Southern millers to shade prices as yet. It is not unlikely, however, that there will be some declines ere long. The local trade will not get the benefit of same for six weeks however.

New York, N. Y., Oct. 30.—Dan Talmage's Sons' Co., report:

"Market for the week has been active and firm. As incoming parcels are nearly all sold previous to arrival, spot stocks for immediate delivery are still scanty and rather poorly assorted. Orders are imperative as to prompt shipment, indicating light stocks in distributors' hands. This fact is further accented by the shipments from primary points, which are 25 per cent to 30 per cent greater, as compared with last two years. Prices are firm on both Honduras and Japans.

"Advices from the South note steady demand on the Atlantic Coast. Offerings are readily taken and but little stock is carried over from day to day. At New Orleans the market is strong. Cleaned rice at the mills is generally sold up at close of each day. Ordinarily at this season, Rough Rice begins to accumulate, but this year there is barely sufficient to supply daily needs, and mills are running along under abnormally light supply. In the interior—Southwest Louisiana and Texas—Rough Rice has been coming in slowly on account of the continued rains. Fully 60 per cent of the crop is still uncut, and quality greatly impaired by delay. Cleaned stock is moving very slowly because of car [illegible] Pacific railroad.

"Cables and correspondence from abroad note [illegible] markets with greatly curtailed supply."

New Orleans, La., Oct. 29. Stewart Milling Co., report:

"There has been a hardening of values on all grades of rice during the past week. Unfavorable weather continues. We see no weak feature to justify a recession in prices. It is our opinion that next week's closing will record a slight advance."

Charleston, S. C., Oct. 20. Samuel G. Stony, reports:

"Abnormally high tides due to severe storms have injured a considerable amount of rice, and will make Carolina rice this season a very rare commodity. It is very probable that high [illegible]

CANNED FRUITS.

[illegible] of canned fruits have made their appearance this week. While [illegible] are not [illegible] [illegible] [illegible]

believe we are safe in saying that there will not be enough yellow frees to supply the demand between now

Chicago, Ill.—Paver & Co., brokers, are in receipt of a letter from Miller Bros., Baltimore, canned goods packers of many years' experience, standing and responsibility. They say of date October 23:

"Your buyers are going to get left on spinach just in the same manner as they did on all lines which they have been bears on. We sold gallon string beans yesterday at $2.10, today at $3.00, all we had. What is the matter with the game, anyhow? Those who need goods and will not buy now are chumps. We predict the greatest famine in all canned goods that has been seen since the winter of 1887, when our warehouses were empty and our inventory of canned goods January 1st did not add up $5,000."

CANNED TOMATOES.

The rain of the past few days has had some effect upon the tomato industry. One jobber told us yesterl day that while canners quoted 85 cents at their price for 2 1-2 lb. Standards ,the goods were hard to get even at 90 cents. Frost is threatened all over the State and just one good heavy one would settle the vegetable under discussion for this season.

Los Angeles, Cal., Oct.26.—"The Huntington Beach Canning Co. is turning out 4,000 cans of tomatoes daily, and has already stored in the canneries 1,000 barrels of tomato pulp for catsup. The manager reports the 200,000 cases of tomatoes could easily be disposed of if the cannery could fill the order. The tomato season will be over."

Baltimore, Md., Oct. 26.—The "Trade" reports:

"Mr. C. M. Dishill, Secretary of the Tri-state Packers' Association, in a circular issued to the members of that Association, says that the total tomato pack of the United States is 7,000,000 cases. He reports also that both the amount of tomatoes and corn, in the hands of the packers is small. As Mr. Dishill is reporting to people who are well informed on this important issue, he is not likely to make mistakes. The market in New York is steady and firm, with offerings at factory points at 87 1-2 to 90c, f. o. b. on full standards."

Aberdeen, Md., Oct. 20—Strasbaugh, Silver & Co. report:

"Conditions favor a strong market for full standard tomatoes. In order to secure a strictly standard article, we have had to pay 92 1-2c. Reports from both packers and jobbers make us feel that the market will hover around the dollar mark, with a possibility of $1.25 before next packing season."

Baltimore, Md., Oct. 20.—Thos. J. Meehan & Co. report:

"Stocks of tomatoes in the hands of retailers all over the country are said to be lighter than usual at this time and season. Any increase in the demand will therefore stiffen the price all along the line."

Baltimore, Md., Oct. 18.—The Weilless Co. report:

"The pack of tomatoes in the north and west was not large enough to furnish a sufficient supply to satisfy the demand. Eastern packers were compelled to go to the large eastern jobbers in order to supply the deficiency. If the active demand continues, we see no supply which could possibly produce a decline."

CANNED CORN.

New York, Oct. 24.—The special correspondent of the "Trade" reports:

"Standard stock is offering at concesisons from quotations. Main standards are firm, with only small quantities offered from packers at any price."

Aberdeen, Md., Oct. 20.—Strasbaugh, Silver & Co. report:

"Low prices have undoubtedly put into consumption a volume of corn, heretofore unprecedented."

DRIED FRUIT.

So little left to sell that the commodity is scarcely worth mentioning at all. As might be expected, the market is very firm with a strong upward tendency.

RAISINS.

As well described by a contemporary: "The raisin market seems to be at fever heat with the temperature rising several times a day." The developments of the week have been startling in the extreme and 16-oz. Fancy Seeded are so close to 10 cents F. O. B. Fresno that there is not much use talking about any other price. Even at that figure, goods are very hard to secure in any quantity. The demand from all over the country, Canada included, has been so astonishingly great, that the packers allowed themselves to book too much business, depending upon the estimated crop of 55,000 or 60,000 tons which is now turning out to be actually less than $5,000. As intimated above, the market is extremely firm. There will probably be a complete clean-up of raisin stocks in Fresno some time prior to the first of the year. Layers are up again: $1.55, and $1.65 for 2 crown and 3 crown goods. Three-crown muscatels are bringing 7 1-4c. Other lines are short and proportionately high.

New York, Oct. 19.—Hills Bros., report:

"Seeded raisins are very firm. California layers show an advance of ten cents over previous quotations. Malagas are slightly higher on spot, and cables from Spain report that that market is advancing."

PRUNES.

Prunes are not as strong as they ought to be in view of the fact that other dried fruits are so closely cleaned up. A 3-cent basis would be right if their statistical position wtth reference to other fruits, was taken into consideration. As a matter of fact, Santa Clara fruit is only bringing 2 1-2 cents. A prominent packer told us this week that after the first of the year he would have nothing to sell but prunes and that he was quite sure that his competitors were in the same box. This gives a definite idea of the dried fruit situation all over the country and demonstrates that prunes will be monarch of all they survey in a couple of months, prices probably being in proportion.

Los Gatos, Nov. 1.—The Los Gatos Cured Fruit Co. reports:

"The Prune situation is stronger. The spot market in the east is very

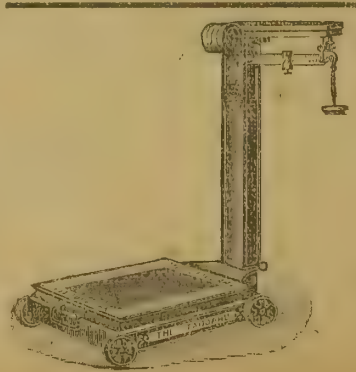
Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

active and much better prices are being obtained for fruit than was thought earlier in the season would prevail. 30-40's can scarcely be had at any price and 40-50's are bringing a big premium. The scarcity and high price of boxes has compelled all packers to charge 3-4 of a cent above the bag rate for 25 ct. boxes and 1-2 a cent for 50-lb. and 80-lb. boxes. This is a quarter of a cent above the former rate. Altogether the outlook is for a strong market the balance of the year with a still further possible advance."

EVAPORATED APPLES.

Sodus Center, N. Y., Oct. 19.—E. B. Mathews reports:

"Buyers are paying more for evaporated apples in bulk here than they can realize for the same goods boxed and delivered in New York."

New York, Oct. 23.—Delmarle Bros. report:

"Spot evaporated apples are scarce. In consequence, if any short interest develops, extra prices may be obtainable. Buyers are not paying more than $5.80 to $5.90 for November delivery. Growers are holding firm at 6c."

Lockford, N. Y., Oct. 19.—W. E. Shaeffer reports:

"The price of white apples has gone up 10c. This will affect the market somewhat. Help is scarce. New York buyers have to raise some, if they want the goods."

CURRANTS.

Although climatic conditions were not unfavorable and there was no insect pest reported, yet a shortage is reported in Greece of about 1-3 of the original estimate, as a consequence the corporation that controls the crop with government assistance, found themselves in a position to advance prices and send them up about 1 1-2c. per pound.

New York, Oct. 23.—The Greek Currant Co. reports:

"The market has again been violently disturbed by the extraordinary demand that has developed in America and the continent. Spot supplies both of old and new crop are practically exhausted. There has been a largely increased demand, probably due to the general shortage of dried fruit, both in this country and through Europe. At the same time, the market has been very much excited in Greece. We shall probably see higher prices as the season advances."

IMPORTED FIGS.

Since the packing season began there have been numerous rains in Asia Minor so that the crop of figs has been curtailed, in quantity, and prices have advanced about 1c per pound. Further advances are predicted."

New York, Oct. 19—Hills Bros. report:

"The market in Smyrna remains firm."

NUTS.

Contrary to all expectations, the deliveries made by Southern California walnut growers to their Associations are turning out short. This will unquestionably bring about an advance by second hands—first hand supplies now being completely sold out.

Market conditions over all the world point to the highest prices that have been known for years on all grades and varieties of nuts. French walnuts will be small and the meat dark, owing to the dry weather. The prices named on Naples' walnuts were 1c. to 1 1-2c. above last years Almonds, Filberts and Brazil nuts will rule high, because of light productions."

PECANS.

Austin, Tex., Oct. 11—The Wiley Co. report:

"The pecan yield about San Antonio, Tex., will not be near so large as was at first anticipated. Our Mr. Wi[illegible] has covered nearly all the pecan sections in Texas and has made the prediction of the output for the year.

HONEY.

Denver, Col., Oct. 20.—F. Rauch[illegible] Manager of the Colorado Honey Producers' Association, reports:

"The comb honey crop of the country is not as large as expected. All desirable lots of white comb in double [illegible] have now been shipped out of this section. I sold a few cases during the week. The quality of this season's crop was better than for several seasons."

CRANBERRIES.

Reports are that a good crop and fine fruit. Prices will not be particularly high.

St. Louis, Mo., Oct. 27.—The Tri[illegible] says:

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



"The price of cranberries is within reach of everybody this season and reports are that the crop is an enormous one."

OLIVES.

Advices by mail from Seville, Spain, say: "Crop of olives now being gathered, and owing to the want of rain and very hot weather, the total quantity will be very small, and practically all sold to several of the largest and strongest curers. Prices are sure to rule very high next season."

BEANS.

The market is much stronger this week. Limas have slid up the scale quite a little and are selling on a basis of $3.75 F. O. B. Ventura, which is equal to about $3.90 here. Other varieties are just as firm.

Ventura, Cal., Nov. 2—Besides having the biggest lima bean crop in the history of the county, the ranchers will probably break the record for prices received. Prices started at 3c in the beginning of the season. It has steadily improved until now 4c is offered, and in some instances, a shade better. It is expected that the price will continue to mount. It is estimated that the crop will reach beyond 750,000 sacks. It was 650,000 sacks last year. Other beans are up in sympathy with Limas."

BLACK EYE BEANS.

Ventura, Cal., Oct. 24.—Black Eye Beans, which were offered at 3 1-2c and fell to 3c, are now worth 4c per pound. Only two or three carloads are left in the county. These are being held for higher prices."

EASTERN BEANS.

Leckford, N. Y., Oct. 19.—W. E. Shaeffer reports:

"Beans are the cheapest thing on the market, at the present time. Growers are not selling at present prices."

CANNED SALMON.

Seattle, Wash., Nov. 3—The "Trade Register" reports:

"The run of Silver Salmon has kept up beyond all expectations. The pack of cheaper grades will be large. Some of the packers expect to work until December 1st.

"It is now stated at the close of the packing season that the Alaska pack will be 2,190,000 cases. This is 302,233 cases greater than in 1905. The latest estimate reports 1,588,000 cases of reds as against 1,568,980 cases last year, and 605,100 cases medium red and pink against 321,782 of grades other than red in 1905. The salted pack is estimated at nearly 10,000 barrels, although nothing definite is known as yet. The Coast Fall pack promises to be large.

"Anacortes Canneries have had the most successful season they have ever known. They averaged nearly 50,000 fish every day for the five plants, and worked overtime to keep up."

Seattle, Wash., Oct. 27.—The "Trade Register" reports:

"The fall salmon run in the Sound and Graves harbor, has been the best of any year, of which we have a record."

Portland, Ore., Oct. 24.—"The salmon run in the Sound and Graves harbor has been the best of any year of which we have a record."

Portland, Ore., Oct. 24.—"The salmon run in Coos Bay was extraordinarily large this year. The total of the Coos output will reach 70,000 cases, which exceeds all previous records in the Bay."

New York, Oct. 24.—Special Correspondent of the "Trade" reports:

"Jobbers report a good movement in Red Alaska, and other grades of salmon, but it is chiefly in small lots. The supply of better grades is small."

Seattle, Wash., Oct. 17.—Brady & Co report:

"The bulk of the Alaska pack is now coming in. It is estimated that about two-thirds of the pink salmon pack has been sold at 75c per dozen. It is understood that packers will hold the balance of their pack for about 80c, though it may mean carrying over until spring.

"The principal feature is the high price on cheap grades of salmon and the low price on Red Alaska, with the trade very heavy on the former and rather light on the latter. Red Alaska is a safe purchase and may be higher in the spring, whereas there is no chance, scarcely, of the pinks being higher in the sense of large purchases. Desultory sales of cheap fish will be made, however, at high prices in the spring, we think. Experience however, would show that in nine years out of ten it pays to sell your pack.

"There is a comparatively small quantity of sockeyes remaining, and while prices are rather firm, packers will obtain what they are asking, especially on halves and flats."

AMERICAN SARDINES.

New York, Oct. 24—Special Correspondent of the "Trade" reports:

"The market is very firm on domestic goods, and the tendency of prices is upward. Reports from the South indicate a scarcity of cotton seed oil which is a considerable factor in the sardine situation. The pack is no larger and fish is scarce. An advance of 15c was made on October 24th on 1-4-oils."

AMERICAN SARDINES.

New York, Oct. 23.—H. O. Bower Co. reports:

"A further advance in the price of American sardines has been contemplated based on the recent advance at packing points of fish, oil, etc. The active demand for roll top keys, 1-4 oils has practically advanced these goods at the time of writing. While a few can be bought at $2.75 at shipping points, the market is really $3.00 per case. Values on other styles of packages of goods have not changed since last issue. All offerings at present prices are being named subject to confirmation.

New York, Oct. 23.—Jed Frye & Co report:

"A still further curtailment in the pack of American sardines has been caused by the closing down of more factories since the last report. The fish conditions are very satisfactory, and the expense of running the factories with such uncertainty in the supply of raw material will force the closing long before the usual period. There is considerable increased inquiry, and prices continue very firm."

CANNED OYSTERS.

New Orleans, La., Oct. 30—Ahrons-Siebert report:

"Prices on future oysters have been named by the Gulf Coast packers for the pack of 1906 and 1907 as follows:

No. 1, 1½ oz., 50c.; No. 1, 3 oz., 75c; No. 1, 4 oz., 85c.; No. 1, 5 oz., 90c.; No. 1, 6 oz., $1.10; No. 2, 3 oz., 99c; No. 2, 6 oz., $1.35; No. 2, 8 oz., $1.60; No. 2, 10 oz., $1.70; No. 2, 12 oz., $2.10.

"On account of the severe storms and cyclones that we have had along the Gulf of Mexico and Mississippi Sound, the oyster pack is going to be very short. Prices open 25c per dozen higher than they sold for last season and we do not expect to see over 50 per cent. pack this year. Another reason for a short pack is that the season is now five weeks behind prior years. Labor is harder to secure than ever before, price of raw stocks exceedingly high and prices will be

(Continued on page 24.)

U. S. Metal Polish

POLISH
Qts. .....$3.00 per doz.
Pts. ..... 2.00 per doz.
½ Pts. ... .90 per doz.

PASTE
1 lb.....$3.00 per doz.
½ lb. .... 1.75 per doz.
3 oz..... .50 per doz.

Barkeeper's Friend Powder, gr., $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 287 16th St., S. F.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

Clerk's Corner.

SELF RELIANCE VALUABLE.

Quality That Every Clerk Should Seek to Cultivate.

Self Reliance is quite a different thing from thinking you are "the whole thing." It is is in nowise related to that disorder so ever prevalent among young men commonly called "big head," says the "Modern Grocer."

Self Reliance is the feeling that you **CAN** and that therefore there is no doubt that you **WILL.** And that sort of feeling is in itself of great value to anybody—more so, perhaps, to the young man than to others because such belief in himself, entertained at the beginning of his life, at the outset of his career, makes powerfully for the building of a strong character.

The willingness to take upon yourself the actual responsibility of doing certain things; of deciding for yourself that certain things should be done thus and so; and the feeling in yourself that you are ready to stand by the consequences of your decision, these are the valuable points for which employers are looking all the time as characteristics of their younger assistants and for which all employers will pay well whenever they find one who possesses them.

This belief in yourself; this faith in your own ability to do; will lead to your discovering things worth doing.

I remember when I first went into a store, a very young boy. I had heard that "there is always work about a store—you need never be idle," and all that sort of thing. I believed it, and for a little time I was very busy about the place and deeply interested.

But as soon as the novelty wore off I lost interest and got to be listless in my work. It was some years before I got entirely over that lack of interest.

It came suddenly upon me, as I remember it, in less than a week, I believe, that this work right here was worth doing; that it was good work; that it was interesting and instructive; and, finally, that right here in the doing of this work I had the making of my own future.

On these lines I went to work.

I remember it well.

I began to look around the store all day, in every odd minute, and find things which needed attention.

I made notes of these things whenever noticed and I systematically went over that list just as fast and just as far as the first duty of giving attention to customers admitted of my doing.

This was long before the days of agitation for store betterment in any large way. But from that time our store began to look systematically better.

It was cleaner. The shelves were kept neater. The stock was kept up in better shape and we ran out of fewer items.

From that time I had no use for "the blues." I never felt that I was in the wrong business or that anybody had a better opportunity than I had.

If you will but stop to look that over, you will see that such spirit, such feeling, makes just the difference between success and failure.

IDAHO.

Boise.—W. Hard has purchased J. Hammond's grocery.

Caldwell.—J. B. Wright, Jr., has opened a grocery store.

Grangeville.—E. E. Wann has purchased an interest in S. Austin's grocery store.

Grangeville.—Van Pool & Manning have purchased F. G. Ames' grocery store.

Kellogg.—L. W. Gay, general merchant, has sold out to W. T. Simons, the latter taking possession on the 15th.

Roseberry.—Lowe & Jones, general merchants, have opened a branch at Roseberry.

Weiser.—W. W. Waters has started a general store.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Ca'

? If the insurance company wanted a picture of your store, would you include your oil room?

You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold today.



CUT No. 9.
FIRST FLOOR OUTFIT
WITH ALL METAL TANK

300,000 now in use.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

Send for Catalog BB.

MARKET REVIEW.

(Continued from page 22.)

maintained throughout the coming season. The Atlantic Coast packers this season will be called on to supply much of the trade that was formerly supplied by the Gulf Coast packers."

FISH.

New York, Nov. 1—Strohmeyer & Arpe Co. report:

Irish Mackerel—Our agents in Ireland report that fish still continues very limited and practically no curing has been reported. The demand for Irish Mackerel is very good here, but, unfortunately, there is no stock.

Norway Mackerel.—The prices are very high this season; neverthless, demand has been quite good and quality very fine.

Holland Herrings—Lower and in fair demand only. Still, we think market has touched bottom.

Scotch Herrings.—Scarce and large Fulls in good demand and in scant supply. Prices are not likely to be lower this season; on the contrary.

Norway Herrings.—A failure again.

Imported Sardines.—Fishing in France is a total failure and the poorest on record. Fishing in Portugal is very poor. No small fish there for months. Spain has had no fishing of Sardines for a great many months.

Sprats are scarce and virtually sold out. Fishing of the first new Sprats almost a total failure, so nothing has been packed. We must now wait for December-January before the Sprat appears again, and we hope there will be a fair fishing at least, so that we may get some supplies.

Norway Sardines—Very scarce. Fishing a failure. All first-class brands are scarce and some of them are already sold out for the season. There will be some fishing during the winter months, but those fish are not fit to be used for the fine brands. All smoked Sardines of fine quality are sure to go higher.

Stockfish of all grades shows very fine in quality this season, and prices are high.

Anchovis are also very high and scarce.

MUSHROOMS.

"Imported mushrooms continue scarce. Even the hotel grades which have been obtainable for the past few months have now advanced $2 and more per case."

COTTON SEED OIL.

New York, Oct. 18.—Aspergren & Co., report:

"So many crude oil mills have defaulted on their September and first half October deliveries of crude oil that the refiners have had to buy back their contracts for refined oil at almost any price which sellers choose to put on the oil. As there were no stocks of oil left from last year, and as Europe is sadly in need of oil, which is equally the case with the compound lard makers, it has simply been a case of one buyer over-bidding the other one, if only the seller would be good enough to let them have the oil. At one time 50c per gallon was bid for spot oil in New York without a seller in sight and October sold at 43 1-2c. If we compare prices with those quoted last week, we will find advances as follows: 2½c in October; ¾c November; ¾c December; ½c in January, March and May."

HAY.

Somers & Co. report, under date of Nov. 6.:

"Shipments amounted to 3890 tons in comparison with 3,260 for the week preceding. This extra quantity has not been offered on the market, but has been brought in for special purposes and has in no way affected prices. Weather conditions throughout the State have been conducive to lower markets, although as yet the rain has not been sufficient to affect the situation to any great degree. Nothing new has developed to affect the hay market in any way, for we still note a continuance of a good demand, both in San Francisco and throughout the country. We find that an occasional car of choice wheat hay is selling for $20.00, but such sales are rare.

We quote as follows:

Choice wheat hay	$18.00 to 19.50
Good wheat hay	14.00 to 17.00
Other grades same	10.00 to 13.50
Wheat and Oat	10.00 to 17.00
Tame Oat	9.00 to 15.00
Wild Oat	8.00 to 12.00
Alfalfa	8.00 to 11.00
Stock Hay	6.00 to 8.50
Straw, per bale	.35 to .60

The discussion pro and con, in connection with the pure food movement has opened the eyes of the people to the fact that they have been eating much adulterated stuff, and, through ignorance, have shown little respect for their digestive apparatus.

Only Absolutely Self Cleansing

MILL IN THE WORLD.

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!



B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

DAVIS THEATER.

Burlesque has given way to the legitimate at this theatre and the clientele seem to like the change. Robert Downing inaugurates the season in a comedy of Western politics, "Running for Governor." Mr. Downing appears as the Hon. John North, a role created by himself, and with his company give a very effective rendition of a story that holds the interest of the audience to the end. Next week there will be presented a Sherlock Holmes detective play, "The Sign of the Four."

COLONIAL THEATRE.

"Out of the Fold," a play that deals with homely "Down East" farm folks. Frank Bacon has a part that suits his quiet syale of comedy splendidly and the rest of the company is well cast. The play is full of funny situations, but it also carries a story that brings out the handerchiefs of the sympathetic from time to time. Next week Mr. Bacon's company will offer "The Young Mrs. Winthrop." On Nov. 25th, Liebler's New York Company will present an elaborate production of "In the Bishop's Carriage" which, before the disaster, would have been booked for the Columbia.

CENTRAL THEATRE.

"Lonesome Town" has bee nre-staged this week by Kolb & Dill. It has drawn good crowds. Next Monday evening, they present the original New York production of "In Paris," which will enable them to introduce a lot of new songs and pretty girls.

CHUTES.

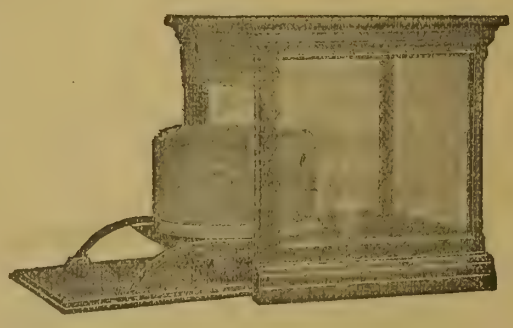
There are interesting features for young and old at this great play ground. The big Orpheum show is, as usual, the very best offered in the vaudeville world.

The monthly statement of exports of canned beef shows very plainly the effects of the recent exposures of the unsanitary condition of the packing houses. During August, less than 700,000 pounds of canned beef left all export points of the United States, which compares with 5,048,533 pounds during the corresponding month a year ago. Since the beginning of the year the total exports amount to 29,516,905 pounds, which compares with 48,681,692 pounds during the corresponding period a year ago.

Advices by mail from Seville say: "Crop of olives now being gathered, and owing to the want of rain and very hot weather the total quantity will be very small, and practically all sold to several of the largest and strongest curers. Prices are sure to rule very high next season."

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." .The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increaseed sales will pay this outlay in one week. This is an absolute fact. .Other grocers have tried it with the same result. .You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. .Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES
Phone: Private Exchange 448
1235-1267 Battery St. San Francisco, Cal.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$1,000.00

Guarantee of Purity Protects

ALPINE

THE QUALITY

CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.** That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE-CREAM** by our **$1,000 GUARANTEE.**

The Product of Experience

THE ORIGINATOR OF EVAPORATED CREAMS—MR. J. B. MEYENBERG —WHOSE LIFE WORK, FOR NEARLY 25 YEARS PAST, HAS BEEN PERFECTING EVAPORATED CREAMS.

Gives His Personal Supervision

To the Production Of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA. NOV. 16 1906. VOL. 11, [illegible]

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH

Mixes with water instantly

Advertised Everywhere



OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

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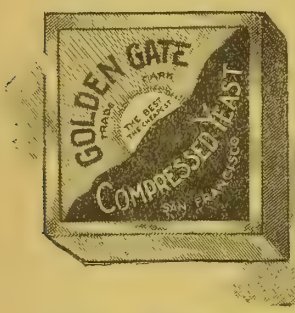
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The C. B. Jennings Co., 41 Clay St.
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Los Gatos Cured Fruit Co., Los Gatos,

SAFES.

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"Money Weigh," John J. Duffie, Agt., 1482 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
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Long Syrup Refining Co., 8th and Brannan.

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Western Yeast & Vinegar Works, 408 11th. Phone, Special 214.

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The Rothenberg Co., 7th and Franklin Sts., Oakland.
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Harry Unna Co., 46-48 Kansas St.

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Hass Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

YEAST.

Golden Gate Compressed Yeast Co. Washington and Fillmore Sts.

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WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures —net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and the privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed_____

Address_____

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., NOV. 16, 1906. NOL. 11. No. 45.

THE

RETAIL GROCERS ADVOCATE

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Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

TEA—

Most of the new crop tea cost considerably above prices ruling for new teas.

RICE—

There are about 30 cars of new rice en route for San Francisco. On their arrival prices should be somewhat easier.

PRUNES—

Although the crop is large, extra cost of boxing and scarcity of other fruits make present prices seem low.

EVAPORATED APPLES—

The Eastern market is steadily advancing.

PECANS—

The crop is short all over the South and in Mexico.

PEANUTS—

Inclement weather has hurt the crop very bably.

AMERCAN SARDINES—

Higher prices are looked for as most of the canneries have been closed down because of a shortage of both fish and oil.

NORWAY MACKEREL—

There is no likelihood of lower prices this season.

CAN WORK TOGETHER.

Advantage Given Grocers By the Existence of the State Organization.

A state combination of the retail grocers is absolutely essential to secure th best possible results of association work.

The California State Grocers' Association presents a simple and exceedingly effective means by which the various Associations of the state can co-operate, and through which the grocers in towns that have not association can secure the backing of other merchants with interests similar to their own.

Call On Your Neighbors.

If the grocers of any community suffer from trade abuses, they should send notice to Mr. F. B. Connolly, secreatry of the State Association, at 1714 Webster St. The matter will then be taken up with all the other grocers in the state.

This proves very successful in discouraging wholesalers and manufacturers from treating the retail trade unfairly.

No individual organization and no individual trade grocer can afford the expense for the proper drafting of necessary laws and presenting the same to the legislature. Through the Association, this expense is pro rated among the grocers of the various communities.

The grocer, in the past, has been able to secure recognition such as would have been absolutely impossible under any other circumstances.

Combine for Better Laws.

What is of even more importance the State Association enables the grocers of the state to concentrate their influence with the legislature.

Each organization, acting alone would lose nearly half of its influence

Now that these organizations act together under the direction of one head, they have carried so much weight with the legislature that they have been able to secure results that many seasoned politicians have deemed impossible.

Grocers Come Together

Dealers of the Richmond District Helped to Reach an Understanding.

Practically all the grocers of the Richmond District were at a meeting last Thursday evening. Forty-two firms were represented.

These firms were enabled to come to an understanding through the assistance of the Associated Retail Grocers, whose secretary, Frank B. Connolly, and Acting Secretary J. J. Cusack, got the men together and showed them how they could profit by a mutual understanding.

J. W. King was chosen as chairman of this neighborhood club, and Henry Wurzbach was chosen as secretary.

An early closing hour was unanimously adopted and put in operation.

An understanding as to prices on a few of the leading staples was also reached.

Where the grocers of any district think it would benefit them to have a neighborhood club, they should communicate with Secretary Frank B. Connolly, phone Fell 6161, and he will help them get together.

Every organization in the state should do its share towards helping the state organization.

All Should Help.

Every individual retail grocer should do his share towards bettering trade conditions. He can do this by affiliating with the state organization, and lending it the support, not only of his money, but of his voice and influence as well.

The directors of the State Grocers' Association meet in Stockton on Thursday, Nov. 15 when plans will be arranged for a campaign to secure legislative recognition.

A full report will be printed in next week's Advocate and every organization will then be expected to take up the work planned and outlined by the directors.

If you are willing to help, send your name to Secretary Connolly.

WHOLESALERS REBEL.

emand That Trust Shall Help Distributors Get a Fair Profit.

For the first time in the history of ıe distributing trade, says the New ork "Journal of Commerce," the holesale grocers of the country have eclared themselves in open rebellion gainst the methods of the Sugar rust and are demanding that the usiness be placed on a "fair and quare" basis which will allow them small profit through the utilization f their facilities. They claim that ıe onus of existing conditions has een placed on the distributors, when, s a matter of fact, the American ugar Refining Company is entirely nd solely responsible.

They fail to understand **why sugar ıould go to the consumer at a price hich demands that an extortionate ate shall be charged for the other ecessities of life.**

Again they have failed to discover ıy good reason why five, or at the ost ten, per cent of the retail trade ıould be dealt with direct when the efiners must depend upon the jobers for the distribution of nineenths of their product.

Wholesalers State Position.

In an interview on Saturday afterıon Mr. F. W. Hannahs, president of ıe Wholesale Grocers' Association New York State and Vicinity and a ember of the executive committee the National Wholesale Grocers ssociation, outlined the position and ntentions of the distributors as folws:

"The sugar consumption in the nited States amounts to almost 12,-)0,000 tons a year. Under existing nditions the jobbing grocers have en compelled to use their facilities distribute this enormous quantity **ithout one cent of remuneration** aturally, they have 'made up' the screpancy on other articles, which not just to manufacturers, to reilers nor to consumers.

"All that we now demand—a deand which has been made a dozen mes in the past without avail, is at the American Sugar Refining ompany, as the largest refiner of the aple, **fix a certain standard of prices ıd adhere to it.** We are sick and red of guess work and double dealg.

"Through absolutely square dealg I am convinced that sugar can be arketed at a much less rate of exnse than is the case at present."

Trust Prevents Profits.

One of the particular counts in the dictment of the jobbers has to do ith the maintenance, by the Ameriı Sugar Refining Company, of what are commonly known in the trade as "fences" for the sale of sugar. These brokers, whose names can be given, control just enough sugar, it is said, to disturb and demoralize conditions in any district where grocers get together and agree on an equable basis for the distribution of the product.

Speaking of the possible disadvantages to the consumer in a flat basis of trading in sugar, Mr. Hannahs said that in no case had a jobbing grocer ever demanded a profit on his sugar business which would amount to more than the actual cost of distribution.

Jobbers Not Pirates.

"It is an exploded theory," said Mr. Hannahs, "that wholesalers do not stand together and that we are a lot of unorganized pirates preying upon the business world. I think it is now clearly understood that we have our legitimate functions, that we untilize brains and experience to the advantage of our customers and are in every way entitled to consideration.

"The organization idea among us is new, I must confess, but we are growing wise day by day. Soon we will constitute an entity which must be reckoned with when trade evils become unbearable and a remedy is sought. **The distributing business, like any other, to be properly conducted must show a profit.** In order to gain that legitimate profit, say 6 per cent, no one single interest must be unduly favored—as has been the case with sugar."

Trust Aids Speculation.

The present agitation among jobbing grocers for fixed prices—which is, most pronounced in New England up-State, in New Jersey, Pennsylvania and the vast territory contiguous but not actually dependent upon New York as a center—has been prolific of charges of mismanagement and lack of ordinary business acument on the part of those actively in charge of the business of the American Sugar Refining Company. One particular indictment is that the trust is managed to make dividends in the sumer for speculative purposes when, as a matter of fact, the consumption is uniform all the year round."

Mr. Hannahs wishes it understood that while the wholesale grocers are emphatic in their demands for flat selling prices for sugar, and more consideration for legitimate distributors whose machinery is employed they do not contemplate the adoption of any tactics which would tend to create a further demoralization of business conditions.

"We are looking only for a square deal," he said, "and we expect to get it.

We do our work, do it well, and want pay for it.

"Isn't that fair?"

PLEADS NOT GUILTY.

Sugar Trust Denies That It is to Blame for Bad Conditions.

Under the heading "Grocers' Rebellion," Willett & Gray's circular for Nov. 1st says:

"Much is appearing in print now-a-days about discrimination by refiners against wholesalers and in favor of retailers, the rebellion, as it is called, by President Hannahs of the Wholesale Grocers' Association of New York and vicinity, the American Sugar Refining Co., being singled out as the chief offender. We called the attention of the A. S. R. Co. to this matter and he emphatically denied that any such discrimination existed or that any change whatever had been made or was contemplated in the treatment of the wholesale grocers or that the company was catering for the retail trade and stated that the whole rebellion was simply the outcome of certain privileges or advantages which Mr. Hannahs had asked for and which the company was unable to concede."

FRESH FRUIT SHIPMENTS.

The difference between the fruit crop of 1906 and that of 1905 can be seen from the following table of shipments of car lots to Nov. 1st, for both years:

	1905.	1906.
Cherries	79¼	149½
Apricots	278½	16¼
Peaches	1945¾	583¾
Plums	1391¼	1220½
Pears	1011½	1511½
Grapes	1548¼	1970
Apples	1187	503¾
Quinces	13½	14¾
Tomatoes ...	¼	3
Figs	.....	1¼
Cantaloupes .	.....	¾
Persimmons .	1¾	1
Total ...	7457	5976

An exchange says: "Every grocer ought to belong to an association. Not a radical price controlling, trade regulating, organization which can see nothing but the bad conditions existing, but to one of those sane, earnest organizations which is fully determined to accomplish some good and which undertakes to develop a sane and earnest search for the best things for the trade. There is much good in such an association, and in all trades they have been at work during the past few years actually transforming the trades into something which they were not before this influence began its work."

The shrinkage of some 10,000,000 lbs in the receipts of codfish at Gloucester this season is attributed mainly to the partial failure of the Grand Bank catch. The fleet is still out and if they do as well as expected the receipts will show a material increase by the end of this month.

PLEASING CUSTOMERS.

Importance of Winning Confidence of Women and Children.

"Do you know," said a leading grocer recently, "that I built my business by paying especial attention to children. For the ten years that I have been here, I always have done something to bring them to me.

"The first thing that I did when I started in new here, was to have made a thousand one-foot rules. On them I had printed, '——— makes it a rule to wait on the children with as much care as on grown people."

"I first handed these out to a little group of kids from school who came in. The news soon spread and all the children in town came in droves for these rules.

"You know the mothers often send their children out to get some little thing, and I wanted to get them in the habit of going to ———. I knew that if I had the children on my side the grown folks would soon fall in line.

Please Your Customers

"It won't do for a merchant to expect to stay in a place and build a business and mistreat his customers. People believe that if I would take care of children, I also would take good care of the grown folks.

"Two of the most successful retail business men in America—or in the world, for that matter—have built their business by following out the same plan—that is, by pleasing the customer. They are in the dry goods business mostly, and when they started in their customers were women.

"Now, one of these merchants used to have a little store away down in a country town in Illinois. When he was a young man he got it into his head that he must satisfy his women customers. He made his clerks take special care to wait on them, and he, himself, when he was behind his own little counter, always made it a rule to please the women. That made him the leading merchant of his town.

"He was a bright progressive man and moved to Chicago, where he took a little narrow store on State street. He carried out in the city the same plan that he had worked in the country. Each year his business grew until now he occupies a large part of a block and his business is up in the milions and increasing every day.

"Money Back" Pays.

"Well, you see, women are more or less helpless. If you please them they will become your best friends. If you do not, they will drive many customers away from you.

"And this other man I speak of hit upon this idea. He not only gave instructions that his clerks should please customers in the store, but that if the customer, after going home, did not like what she had bought the goods might be returned and exchanged, or 'money back.' Just this thing alone helped this great merchant's business more than any ont thing. It gave people who went to deal at his store confidence in that store."

Customers are Unreasonable

"But once in a while, though, this exchangeing of goods gives us who do it a great deal of trouble, and the women folks occasionally carry it to an extreme. Now, for example, a woman in fairly good circumstances came into my store the other day and wanted to exchange a brown hat that she had bought from me for a black one, and what do you suppose her excuse was? She said that her mother-in-law had been brought here to Kansas City to be operated on for appendicitis, that she was sure she was going to die, and that she would need a black hat to wear to the funeral.

"I swapped all right. Twice. The woman's mother in law pulled through the ordeal of the knife and she swapped back for that brown hat again."

Cable advices from Smyrna continue to report an excited market for figs, and it is reported that some shippers are trying to make cash settlements with buyers, being unable to get goods to fill contracts. Some advices state that the packing houses are closing for the season, indicating that the crop is about all in.

The situation on canned tomatoes remains practically unchanged from last week, and neither active offerings or urgent buying seems to be the order of the day. A kind of temporary truce seems to have been declared between buyers and sellers until the situation of the total pack can be collected and announced.

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

CALIFORNIA.

Ferndale—The Fortuna Merchandising Co. has purchased the interest in the Carlotta store of J. A. Livingston. Mark F. Mitchell, who owns an interest in the business, will be the manager of the store.

Los Angeles—The Tucson Grocer Company, with liabilities of $30,000, has made an assignment to Leo Goldschmidt for the benefit of creditors.

Los Angeles—Roby Bros. have purchased the business of F. A. Zillgit, the Walnut Park grocer.

Los Angeles—F. J. Weaver, a grocer died Friday afternoon Nov. 2nd while waiting on a customer as a result of heart failure. Mr. Weaver had only been in business for a few months, he having bought out H. Holbrook. Mr. Weaver leaves a widow.

Modesto—Bernard Weil died Wednesday morning as a result of heart failure. Mr. Weil had been in the grocery business for twenty-six years, he leaves a widow three sons and one daughter to mourn his loss.

Pasadena—The Model Grocery Co has opened a branch store in the B. F. Taylor Building.

Pasadena—The People's Grocery is having a new front put in their store on North Fair Oaks ave. When it is completed the whole front will be open.

San Francisco—Wm. Wethered has opened a grocery store at 1967 Sutter street. Mr. Wethered is one of the victims of high rent he having to vacate his former place at Sutter and Fillmore on that account.

San Francisco— H. Flathmann will open a grocery store at Polk and Turk sts., on December 1st. Mr. Flathmann was formerly in the grocery business at 591 Turk street.

OREGON.

Albany—Ellis & Umphey, grocers have dissolved, Umphey retiring.

Carlton—L. S. Harden has bought H. Pierce's grocery store.

Eddyville—J. P. Stringer has purchased Derrick Bros. general store.

Freewater—J. H. Hall has purchased A. Johnson's grocery store.

Eugene—George Dixon and Prof. Scherzinger took possession of the Model grocery on November 1.

Hood River—J. E. Hanna has opened a grocery store.

Hopwell—L. B. Antrim, grocer, has filed a petition in bankruptcy.

Joseph—The Farmers' Commercial & Commission Co. have opened their store for business.

Portland— Miller & Tonseth have started a grocery store at 695 Morrison Street.

Portland—E. E. Wallenstine has opened a grocery store at 851 Williams ave.

Portland—M. L. Hochfeld has opened a general store.

Portland—Voss & Armestrong have opened a general store.

Portland—Sullivan & Kruger have started a grocery at 121 Sixteenth St. north.

Portland—Klink Bros. have bought A. C. Gienger's general store.

Portland—H. D. Gish has started a grocery at 795 Vaughn street.

Montavilla—Lawson Parker has started a grocery.

Newberg—John O. Andreas, of the firm of Andreas Bros., general store was married to Miss Alberta May Meats at Portland, October 26.

Sheridan—S. A. Cowan has discontinued his general store.

Union—C. E. Oliver is reported buying R. Slater's grocery.

Union—Lucas & Hanks' general store was entered by burglars last Saturday. Nothing of any value was taken.

WASHINGTON.

Alderdale—The Alderdale Trading Co. is erecting a commodious store building and has installed a large stock of general merchandise in temporary quarters.

Buckley—The Buckley Mercantile Co. last week made an assignment to F. W. France and the store has been closed. No statement of assets and liabilities is given.

Cle Elum—L. C. Kennedy, general merchant, is enlarging and completly renovating his store.

Clackston—J. W. Corwin has purchased A. Algie's interests in the grocery firm of Algie & Ayre.

Connell—C. M. Taylor, general merchant, suffered several strokes of parlysis last Tuesday morning. His condition was reported as critical.

Colfax—Kimball & Mann, general merchants will discontinue on the 10th both members of the firm going East.

Elbe—H. A. Koeppen has opened a grocery store.

Colville—John Acorn & Son have purchased the interests of Mr. Kirkham in the Colville Grocery Co.

Cheney—Houch & Monk general merchants have dissolved partnership, L. H. Houck purchasing the interests of P. Monk and continuing alone.

Blaine—Fire destroyed property to the amount of $20,000 last week. R. J. Glen's grocery stock was damaged several hundred dollars, in being removed from the vicinity of the flames.

Irby—C. M. Norenberg has opened a general store.

Johnson —H. G. Grand has pur-

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

chased I. G. McCormick's general store.

Everett—W. M. McGowan has started a general store.

Burnett—The Pacific Coast Co. general store will start a branch.

North Bend—G. H. Mead has started a general store.

Newport — Fire last week burned T.Town's grocery store. Loss covered by insurance.

Newport—Gilbert & Boger, general merchants, have incorporated as the Gilbert-Boger Mercantile Co., limited

Monroe—J. E. Doloff & Co. have started a grocery store.

Quincy—J. J. Cox & Co., general merchants have sold out to E. A. Brown. The two stores have been consolidated into one.

Toppenish—R. T. Newton, grocer has opened a store.

Montesano—Law Bros., grocers, are arranging for the opening of a large branch store and market at Aberdeen

Plaza—E. W. Swanson has started a general store.

Seattle—Elander & Erickson have succeded Elander & Copeland, dealers in teas, coffees, etc.

Seattle—The Rockbottom Grocery, at the corner of Twenty-fourth avenue north and East Madison street, has added meats.

Seattle—George Scott, dealer in cigars and tobacco, is adding groceries.

Seattle—McRae & Brannigan, grocers, have sold their Broadway street store.

Seattle—Harrah Bros., have started a grocery store.

Seattle—The Padley Grocery Co. has bought out Winslaw & Harcock, grocers.

Seattle—E. D. Caffe has succeeded Caffe Rogers, grocery at 2330 East Madison street.

Sunnyside—J. B. George, general merchant, is completing a new store buliding, one story brick.

South Bend—D. J. Olds has opened the Old Cash Grocery.

St. John—J. Phay & Son, grocer have opened a grocery.

Sumas—Slaughter & Bonds, general merchants, have turned over their stock to the Western Sales Co. for Closing out.

Toppenish—Fire last Tuesday morning did $7,300 damage, being C. S. Stoats' general store.

Spokane—The Jurgens Grocery Co. has purchased the business of Webster & Perry.

Spokane—H. J. Shinn, J. Newton, C. E. Kingman, D. H. Anderson, Chas. Uhden and G. O. Deoger are the directors of the Spokane Jobbers' Association, which has recently organized.

Tacoma—J. W. Jolley has bought O. N. Jones' grocery.

Tacoma—The Lindberg-Younglove Grocery Company has been succeeded by the Younglove Grocery Company. The capital stock of the new concern is $100,000.

Toucher—M. M. Gaiser has bought Mr. Hesseltine's stock of general merchandise.

Walla Walla—Leigh Lawrence has opened a grocery store.

Walla Walla—Charles Gould has started a grocery.

IDAHO.

Black Bear—Murphy & Stinson have opened a general store.

Green Creek—A. J. Hoffman has succeeded E. W. Dress, general merchant.

Coner d'Alene—W. F. Brashear has purchased L. Norberg & Co.'s grocery store.

Cottonwood—W. G. Brust, formerly of the firm of Brown & Brust, is remodeling his store. When remodeled he will carry a stock of merchandise

Caldwell—J. Wright has started a grocery.

Granite—W. J. Portland is starting a general store.

Grangerville—D. F. Van Pool and G. W. Manning are reported buying F. G. Eames' grocery.

Hope—K. Wannemaker, general store, has added a meat market.

Santa—D. Mathison will start a general store.

BRITISH COLUMBIA.

Kaslo—C. W. Webster & E. L. Smith have started a general store.

Nelson—Hood & Teetzel have succeeded R. N. Hood, grocer.

Vancouver—W. Reed has started a grocery.

The meat and animal product shipments from Chicago amounted for the seven months ending with July to 1,675,436,262 pounds, against 1,391,938,756 pounds for the first seven months of 1905. The total for the month of July was 203,252,030 pounds, against 192,490,724 pounds in July last year. The canned meat shipments declined, however, from 8,732,550 pounds in July, 1905, to 4,830,975 pounds same month this year. Dressed beef, cured meats, and lard, however, showed very large increases in the export trade.

Canned salmon have been selling quietly but freely for the past several weeks and wholesalers state that stocks of Red Alaska salmon have been heavily reduced. It is not thought however that any excessive buying has been in vogue to explain sales, as it is believed that the pack has been largely working off by small purchases made on the basis of 8 cents coast cut price for 1-lb. Red Alaskas.

The [illegible] of a counter can be made one of the most attractive in the entire store and when the grocer remembers that for the department will make a fine showing as a profit payer. Large glass-fronted cases and refrigerators are a source of good displays and not only keep the stock in perfect condition but also keep it in full view of people inside the store. The [illegible] appearance of the counter helps sales wonderfully.

Are you ready for the Thanksgiving advertising? Have you thought of it at all? Time goes swiftly, and November is approaching. What have you in stock which particularly suits the November days? Turkeys are seasonable and particularly so at Thanksgiving. Cranberries come as an acceptable second. Pumpkins are also excellent, and furnish good working paraphernalia for the window dresser.

PAINLESS DENTISTRY



If your [illegible] and your teeth [illegible] painless, and [illegible]

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Two Hot at Sixth and Market

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cusning, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

November, 1906.—Monday, the 5th, and Monday, the 19th.

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

A COMBINATION ORDER.

Southern Merchant Uses Scheme of Catalogue Houses.

In a recent advertisement, the firm of Steiner & Co. of Escondido made the following announcement:

Special "Shoveling Out" Sale.

No yard or farm is complete without a **SHOVEL.** We have bought 150 extra quality, long handled, steel, first-class shovels and will "give them away" **FREE** to the first one hundred and fifty customers taking advantage of the special offer below. With the purchase of our $6.00 assortment of **GROCERIES** (as it is) which is worth every cent we ask, and more if bought elsewhere, of articles bought daily, we will give free one of those good grade regular 75c shovels with each purchase. Come early, see the shovels, and you know the high grade groceries, as follows:

18 lbs. gran. cane sugar	$1.00
50 lb. sack table fine salt	40c
3 lbs. best baking soda	20c
1 lb. Mexiko 25c roast coffee	20c
7 cans deviled ham	25c
7 bars Diamond C soap	25c
1 bottle lemon extract	20c
1 lb. best Spider Leg or Megget's Ceylon Tea	60c
1 gal. sorghum syrup	50c
1 lunch box Bishop's fine cakes.	50c
1 large bot. Bishop's fine catsup.	25c
1 sack best A-1 flour	$1.40
3 cans very good corn	25c

Neat Dressing Helps.

There's another thing I want to call your attention to, and that is, that it's false economy to try and make the same shirt last from Monday to Saturday, and as the P. M. system is now in effect, it should not by very difficult for you to save up enough to get a shave when you need it, and a hair cut at least once a season!

Get a Move On.

When you move around the store show a litle sign of life; have a little spring in your step, steam in your feet—snap in every movement. Don't drag one foot after the other, and when you've lifted the right, turn around to see if the left is following.

These are a few of the "Little Things That Count."

The pure food law has stimulated the demand for fancy sugar syrups.

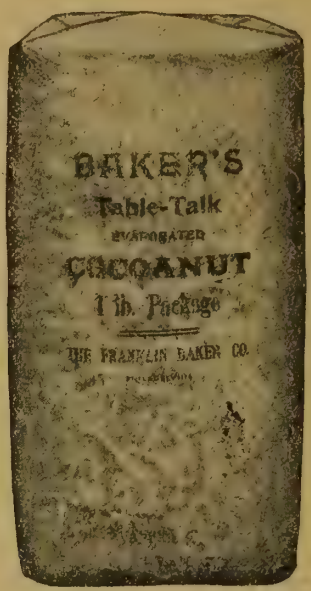
Now is the time to look after the collections. The crops have been harvested; the farmer has his money. If there is any time in the year favorable to the collection of bills it is now. Neglect it too long and the money may be gone—perhaps to the Eastern catalogue houses. Wait till after Christmas and the holidays and your chances are pretty slim. Now is the time. Do it delicately, but with firmness and consistency.

Merchants and consumers alike should realize the danger there lies in nameless goods. This may apply more particularly to the consumer, but the retail merchant takes a risk, too. There is nothing back of the goods to guarantee their quality or purity.

Cape Cod cranberry buyers say the crop this year is to be a large one, estimating it at fully 250,000 barrels.

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 14c per pound.

John H. pohn & Co., Agents, 50-52 Clay St., San Francisco.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal

First Vice-President.
J. R. Newberry—Los Angeles, Cal.

Second Vice-President.
Fred Dresser—Portland, Ore.

Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

A LOSING PROPOSITION.

Grocer Has Excessive Salary Expense Without Knowing It.

A correspondent of the "Modern Grocer" of Chicago writes the editor of the "Store Management" department of that paper as follows:

Dear Sir:—Our business is not showing up like we would like to have it. Your advice has been so good to others that we think you can help us. See if you can find the trouble. We are selling $25,000 a year. Our profit runs about 15 per cent, putting it low enough for figuring. Here is a list of our expenses:

Rent, per month	**$38.00**
Two horses, per week	**9.00**
One clerk, per week	**17.00**
One clerk, per week	**7.00**
Delivery boy, per week	**6.00**
Delivery boy, per week	**5.00**
Cashier, per week	**7.00**
Gas and other lights, per month	**4.00**
Telephones, per month	**3.50**
Incidental Expenses, per month	**12.00**

We do not own our horses, but rent them from a liveryman. He furnishes the harness, takes care of wagons and looks after the shoeing of horses. All we are out is $9.00 per week; he does the rest., $38.00 per month for rent includes heat and water.

We are spending $20.00 per month advertising. The father does not draw a thing out of the store, but the son draws $14.00 per week. The father does not stay at the store but he does other one he look after. That is why he draws nothing out.

We are up against it as to why our store does not come out better. The business is good and the profits on accounts very small. Our expenses look high to us, but we can't see how we can do with less help.

The "Store Management editor in his response says:

"We need merely glance at the totals suggested by these figures to see quickly enough why this business does not pile up money very rapidly. Figuring it out you will see that the items given foot up $359.17 per month; $4,309.74 per annum; 17¼ per cent on sales. You will also note that the wages expense foots up $242.67 per month; $2,912.04 per annum; 11-⅔ per cent on sales. And we have still to add insurance, taxes, interest on investment, fuel, depreciation on wagons, (if any owned: this point is not clear) depreciation on furniture and fixtures and the cost of paper, bags and twine. Let us estimate these, roughly, as follows:

Insurance, per annum, 1 1-2 per cent on $2,000 stock	**$ 30.00**
Taxes on stock and other possessions	**30.00**
Interest, 6 per cent on $3,000 investment	**180.00**
Fuel, probably is not less per annum than	**100.00**
Since I am not sure on wagons, I omit that	**.....**
Depreciation 10 per cent on furniture and fixtures (450)	**45.00**
Paper, bags and twine, per month $5, per year	**60.00**
Additional total	**$445.00**

Thus we get a grand total of $4,754.-74—say $4,700—which a business selling only $25,000 per annum has to stagger under.

Why, gentlemen, such expense is ruinous!

It totals upwards of 19 per cent in a business wherein 20 per cent average gross profit on sales is the exception, not, as is commonly and loosely supposed, the rule.

Nor will it do to dodge any of those items of fixed expense; for they are there, inexorably there, whether we acknowledge their presence or deny it.

Wages Are Too Great.

The wages expense is 11⅔ per cent. It should be from 6½ to 7½ per cent. That's the proper limit. Let us allow 8 per cent, or $2,000 per annum. If this can be managed, we shall have a clean saving of $912.04 per annum.

It is difficult to suggest just where this reduction may come in; the man on the spot can tell that so much better than I can.

WILL CLOSE EARLY.

Monrovia, Cal.—The Monrovia grocers have again entered an agreement for early closing. On November 1st all groceries will close at six o'clock p. m. each day, except Saturdays, when they will remain open until 9 o'clock.

WHEN

Hunter Baltimore Rye

COMES TO JUDGMENT



THERE'S A VERDICT IN ITS FAVOR EVERY TIME

CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

Some of the [illegible] wholesale importers of coffee in [illegible] world have practically made [illegible] purchases of Brazilian coffee. Coffee as collateral on a loan of money is [illegible] security. At present [illegible] three years it continues [illegible] deteriorates [illegible] quality, and for a long time [illegible] it loses nothing of its quality if properly cared for.

All are in [illegible] philanthropic. No more of the [illegible] or distributors likely to [illegible] unrequited service. They [illegible] business for [illegible] but for [illegible] is sure to come to the [illegible] handled wisely [illegible] selected is to [illegible] goods.

FRENCH SARDINES.

Something About the Fish and the Industry.

Domestic (American) sardines are not, strictly speaking, "sardines." They are the young of the herring, the menhaden and other fish.

The technical name of the sardine is clupea pilchardus. When grown too big for commercial purposes, it takes the name of "pilchard."

Its nearest relative in this country is a small fish found along the California coast—the clupea sagax.

The sardine belongs only to the Atlantic, off the coast of France.

Buyers should remember this because, while French sardines are necessarily imported, all imported sardines are not necessarily French. The Brittany coast on the northwest of France is the center of the industry which in all France affords a livelihood to upwards of 30,000 fishermen. Nearly two-thrids of these operate in the Brittany section, the towns of Concarneau, Douarnenez and Nantes being important sardine packing centers.

Catching the Sardine.

Great gill nets, dyed a greenish blue to make them as inconspicuous as possible to the fish, are cast from the boats and set. The bait, called rogue, prepared from the salted roe of the cod and other fish, is then strewn on the surface of the water. This attracts the fish in dense schools and the nets are often filled when drawn.

Scarcity of bait is often a great drawback, as nearly all has to be imported from the United States and Norway, and in seasons of a small cod catch, rises to $18 a barrel. In ordinary seasons the price of bait alone represents an expenditure of $300,000. In 1902 and 1903 the fish forsook the French waters and the industry was at a standstill.

Preparing the Fish.

After landing, the fish are cleaned, sorted to a size, soaked for a short time in strong brine, washed, dried and then cooked in oil for a few minutes. When the tail fin breaks easily, the cooking is considered done and the fish are ready for the final packing tins.

In preparing the highest grades, the very best oil is used. In the cheaper grades, peanut, sesame and cottonseed oil are largely used.

The flavor of a sardine depends very much on the oil in which it is cooked and packed.

As the oil costs very much more than the fish, the latter are crowded as closely as possible in the cans—a circumstance which has passed into a proverb. The cheapest fish are packed in the same oil in which they are boiled.

Within certain limits all sardines improve with time, particularly the aromatized varieties. These are packed with spices—a clove or two, a bit of bay leaf, a sprig of thyme, and the like—and it takes a considerable period for the flavor of these ingredients to permeate the flesh of the fish.

The value of the French sardine depends on whether the fish are with or without bones, what character of oil is employed and the size and number of fish in the can.

SCHMITZ AFTER WELCHERS.

The following press dispatch explains what San Francisco's mayor has exerted himself in behalf of the citizens of the stricken metropolis:

Berlin, Nov. 13.—Negotiations have taken place between Eugene Schmitz, mayor of San Francisco and the German Imperial Insurance Commission, with regard to the refusal of some of the German companies to settle the losses of their San Francisco policyholders. Schmitz had a sharp struggle with the commission, but eventually obtained a guarantee that the companies would be compelled to meet their obligations to the extent of their solvency.

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

PROFIT AND EXPENSE.

Conditions That Spell Success or Failure for Grocers.

The question of profit and expenses in business is the problem by which the success or defeat of any business is determined. There are very many questions involved, which must all be thoughtfully studied, and practically solved, before the desired goal of success can be reached.

Sometimes the man who goes at business rough-shod, and in a haphazard way, makes a success of it. Most people in small towns are doing business on a haphazard plan. If they happen to do business right, and, by chance, to add right percentage of profit, and, if alive enough to be able to work up a required volume of business they may be successful.

Knowledge Is Essential.

But with the keen competition of all kinds with which retail merchants are now confronted, it will be necessary, in the future, to very carefully study the real situation, to have a better knowledge of goods and the legitimate profits at which they can be sold, and the expenses connected with the retail business, in order to make a success.

One of the first questions to determine is:

What Constitutes a Successful Business?

Is doing a large volume of business with an average stock, a successful business, if, at the end of the year, you find that a mere living has been made and nothing has been added to the stock account?

Is it not true, that a great many merchants sacrifice their legitimate profits by overpaying on produce, and large business and, by their method of doing business, create a competition which has a very demoralizing effect on trade?

Volume a Factor.

Volume is a very necessary factor to a successful business, but it is not the only one.

A successful business is one that over and above ordinary depreciation of value, **increases its capital with a reasonable rate of interest (risk considered), plus a liberal compensation for the proprietor's time.**

To make this plain:

If a man in business, with a stock of merchandise, whatever size, cannot make, over and above ordinary depreciation of value, more money than a fair rate of interest on the money invested, plus what he could reasonably earn, ability considered, then such a man is better off out of business, and such business could not be termed a successful one.

Thus, profits in business are its **net earning, plus liberal compensation.**

Profits in business cannot be made without expenses. Large expenses do not necessarily make large profits, but the two must be so proportioned that the required result is attained, and this seems to be the whole problem.

In order, then, to arrive, at a reasonable solution of this problem, four things must be necessarily considered, namely:

1st—Interest on amount invested, plus

2nd—Liberal compensation to determine profits.

3rd—The estimated amount of business to be done, and

4th—The cost of doing it, to determine expenses.

After these factors have been determined the percentage of profit must be fixed, by which the desired result can be obtained. If the prices so determined are competitive and not exhorbitant, and if all above requirements can be met, and are met, then that would be a successful business.

James W. Cook, of J. W. & V. Cook, the Portland, Ore., packers of the sockeye salmon, says, regarding conditions in the salmon market: "The sockeye situation speaks for itself. The pack was limited and next year it will also be a small one, but in 1908 the pack should be heavy, provided the packers can get the labor. Chinamen, who form the bulk of the labor supply for the canneries, are dying off or returning to China, and none are coming to take their place, owing to the stringent enforcement of the exclusion law. Another factor tending to increase the cost of production is the demands of the Chinamen who remain for higher wages."

The wise merchant does not speak disparagingly of the pure food law to his customers, whatever may be his private opinion of it. The public in general believes that pure food is a thing which it has been fighting for and that it has been shamefully deceived in the past. Some retailers may think so too, others may not—the point is that it is not the part of wisdom to assure them that the pure food talk is poppycock. They will not believe it, and it will merely make them suspicious of you.


An Auto? No!
Peanut and Popcorn Seller Catalog shows'em $9.50 to $350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Good service wins.

Study the markets.

Post yourself regularly.

Keep close to your customers.

Try to improve your service.

Mention coffee in all your ads.

Try to build up a cheese trade.

Your advertising can be improved.

YOUR methods CAN be improved.

See that your store broom sweeps clean.

The New Orleans molasses market is strong.

Gets dark early now—sell lamps, wicks, etc.

A cobwebbed collection department is sure to be a loser.

The persistent advertiser is the chap who wins out.

The cigar department can be made to pay. It's up to you.

Your daily tasks can be better performed than at present.

The California honey crop is reported the lightest on record.

A good business is being done in rice now. It's a safe purchase.

Lanterns, lamps, chimneys, wicks etc., are sellings these short days.

Don't underestimate your own importance. The local merchant's really IT.

Your system can be made better by being touched up a little here and there.

Look after the boxes you receive your goods in. They're both saleable and useful.

A list of two or three hundred farmers in your vicinity is a valuable thing to have.

Give real, hard, steady thought to making things better and you'll find business doing better.

Price cards help to sell a lot of goods. The tickets should be placed where they can be seen.

The market on canned peas shows signs up moving up a peg or two. Peas are not plentiful this season.

A local credit-rating bureau is a good thing all right. Merchants can can make it save them many a dollar.

Tell your Congressman what you'll do to him next time if he gets on the wrong side of the parcels post question.

When merchants and jobbers are on thoroughly good terms with each other both are going to prosper the more for it.

The olive crop of Europe is very short and olives have advanced about 35 to 40 per cent since that fact was ascertained.

It should be every grocer's ambition to be the leading grocer of his town. But you never will be unless you deserve it.

Cables from Smyrna report an advancing market on figs, with offerings for shipment to the United States sparingly made.

Refrigerators with lots of glass in front help to sell goods. They display butter and cheese and lots of things to perfection.

It is stated that the recent advance in the prices on cottonseed oil have increased the cost of packing domestic sardines over 40c per case.

The scarcity of olives has caused an advance in pure grades of olive oil, which are from 10 to 15 per cent higher than recently and going higher.

Now's the time of year to stir up things in the cheese and salt fish departments. These departments ought to be good payers in every retail store.

According to the Chicago "Canner" reports on the sweet corn pack show a considerable falling off from last year's figures in the heaviest packing states.

The local editor is a mighty good man for the merchants of a town to have on their side in all this argument about the catalog mail order houses.

CUDAHY
Packing Co.
Are Delivering Promptly
REX
AND
DIAMOND C
Hams, Bacon AND Lard
A FULL LINE OF EVERYTHING
45 Clay Street San Francisco.
1020 K STREET, SACRAMENTO

The Iowa and Nebraska Wholesale Grocers' Association have taken the initial steps toward establishing a cracker factory to be owned and operated by it.

French peas are practically exhausted as to the supply and the pack is in the hands of retail trade, as packers and jobbers have about closed out all their holdings.

Oysters dealers are wearing a worried look these days because of a scarcity of the product and a demand which so far exceeds the supply that it borders closely on a famine.

There's no such thing as progress for the merchant who is doing "good enough." Always strive to do better and better day after day. It is the only way to keep from slipping back.

Wililam Numsen & Co., Baltimore, estimate the total pack of tomatoes for the country this season as between 8,000,000 and 8,500,000 cases. Some estimates run as high as 9,000,000 cases.

French mushrooms are in limited supply and active request. Contracts can now be made only for shipments ninety days hence and at prices heavily in advance of the cost of goods now coming.

Try to do everything you have to do beter than you did it the last time. There are precious few people in this world who are doing "good enough," and it is a moral certainty that you're not one of the few.

Be honest with yourself, with your jobber and with your fellow man. In this day and age there is neither money nor satisfaction in being anything else. We doubt if there ever was a time when honesty was not quoted above par.

Canned peas are growing scarcer and scarcer. An Ohio packer appeared in the Chicago market recently with buying orders to his brokers for all offerings of cheap Wisconsin peas at 90 cents or 95 cents and lower, if they could be found.

There is a women's co-operative store in operation in Stockholm, Sweden. It has a working capital of $6,000 and a membership of 391 women. How long it will remain an exception to the general rule of failure remains to be seen.

While Association prices remain the same as at opening, there are practically no Association nuts to be had. What few are on the outside, or being sold from second hands in a jobbing way, are bringing an advance over opening figures.

Packers who have canned corn that is sweetened with saccharine are reported to be anxious to dispose of their holdings before January 1st next, when the new pure food law goes into effect, and are pressing it on the market at low prices.

There is an urgent demand throughout the East for all kinds of California dried fruits, prunes, raisins, apricots, peaches and all along the line, which goes to show that deliveries and shipments have proven unreliable everywhere and with everybody.

Put your whole heart and thought into your business. Think about it ALL the time—never stop thinking about it in business hours. Study out ways of ncreasing trade, of building yourself up as a business man and a figure in your home community.

It is better to build up than to tear down. The merchant who pays most attention and spends the most time strengthening his own business is far more apt to be successful than the one who devotes his hours to devising plans for the destruction of a competitor.

Griffith-Durney Co. state that [illegible]

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PRICES UNCHANGED

1 case to 4 cases.....

5 cases to 9 cases.....

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.

JOHN H. SPOHN, Agents, San Francisco, Cal.

Attracting Trade.

WATCH THE OLD TRADE.

It is n't right to neglect old customers, but it is often a good thing to pay some special attention to the new ones.

Often a casual visitor can be made a permanent customer in that way, and permanent customers are the basis of all succcessful retail merchandizing.

Transients are uncertain and, as a basis for a substantial business, are undesirable, unless, like a huge department store you can attract so many that they will possess the same characteristics as permanent purchasers.

Once the fall and winter trade is in full swing it will virtually care for itself up to Christmas.

The main question in successful merchandizing is to have the goods people want, sell them at prices they want to pay and keep up the publicity so as to continue the throngs of possible buyers indefinitely.

Extra Efforts Count.

All this is just as possible for the dealer in the small town as to the dealer in the city. Proportionately the effect of special sales and particular offerings will be the same.

Buyers in the country are quite as interested in opportunities as are buyers in the city. It doesn't matter where a dealer may be located, extra effort will secure extra business.

Perhaps this may be stated as the most important suggestion for the fall and winter—make the most possible of all opportunities. Never allow any chance to increase business to escape. Never overlook the fact that upon yourself depends the success or failure of your business and that upon your own efforts will depend the increase in your business this fall and the profits upon the trade you have.

Each dealer must work out his own plans, but these plans, no matter for what locality they are prepared, must all be based upon the underlying principles which determine all commercial development. Details will vary, but there can be no variation in the general business methods which always result in profit depending upon the extent of the business done.

KEEPING CODFISH.

The Union Fish Co., in a recent circular, issues the following warning:

"The late seemingly low prices on Codfish have led many retailers and country dealers to stock up far beyond their requirements. Many of them have bought from the jobbing trade Codfish enough to last them several months.

"In this connection we desire to call the attention of the trade to the perishable nature of Godfish and to our guarantee of 60 days, only, which will be strictly enforced.

"We are giving our Codfish the same careful cure which has distinguished the product of the **Union Fish Company** above that of all other packers on the Coast. It will keep just as well as usual. We will deliver it to all who wish to buy on the market. But dealers who overbuy themselves must do so entirely at their own risk. And we would suggest to jobbers that such of their customers as seem disposed to but very heavily be plainly advised of the perishable nature of Codfish with a view of saving trouble later."

This is the time of year when the nut situation interests the trade in view of the close proximity of the holidays. We note that new crop Naples walnuts are firm. California walnuts are advancing. Brazil nuts are firm. California almonds are bringing firm prices. Shelled almonds are strong in tone. The pecan crop is very short.

MAIL ORDER HOUSES.

Review of the Advantages Possessed by the Local Store.

Probably one of the most trying problems that you as a retail grocer are trying to solve today is the mail order problem. You, like thousands of others, have very likely discussed this problem pro and con, time and again with the same result—you have not eliminated the catalogue house and you have not done one thing that has stopped them from getting the business in your town that rightfully belongs to you, says Chicago "Retailers Journal."

As a matter of fact, the more you discuss this matter, the more you are advertising the mail order house. You can depend upon it—the mail order houses are delighted with that kind of advertising and the more you

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, N. Y., Nov. 14.—Raw sugar remains quiet at 3 13-16c for 96 deg. centrifugals.

New York, Nov. 8.—Willet & Gray report:

"Raws declined .07 this week, although there was no change in refined. Business in new crop Cubans is at a stand still until it is shown at what time the grinding of cane can commence. The prompt delivedy sales from Demerara and the West Indies show a declining tendency."

New York, Nov. 5.—Czarnikow, MacDougald & Co., report:

"Notwithstanding the small quantity of cane sugar coming on the market a cession to $3.88 for 96 degree centrifugals had to be made to effect sales. The weakness in cane sugar is due to the decline in Europe and to the fact that refiners generally have enough supplies on hand."

MAPLE SUGAR.

Bellefontaine, O., Nov. 5.—The F. N Johnson Co., report:

"There is not enough pure maple syrup left in hands of packers to make a market. No considerable quantity of pure maple could be had at any reasonable price. The National Pure Food law has had its influence already with dealers in maple products."

TEA.

New York, Nov. 7.—John B. Brown & Co., reports:

"The general tendency for prices seems to be upwards, and no large interest seems to be willing to accept a lower range of values. As most of the new crop has cost considerably above prices ruling for old teas, prospective buyers must necessarily agree to pay an advance before having the privilege of examining stock represented by first hand holders. There is a noticeable scarcity of Congous and certain grades of green teas. Ceylons are materially firmer. Second crop Japanes seem to sell quite readily."

COFFEE.

New York, Nov. 8.—Willet & Gray, report:

"The world's supply has increased 1,000,000 bags. This includes about 700,000 bags held out from the market by the Sao Paulo Government. Reports from certain plantations indicate that the 1907-08 yield will be ⅓ of the yield of 1906-07. This indicates the present absurdly low prices are capable of a sharp advance."

New York, Nov. 3.—M. J. Brandenstein & Co., report:

"Figuring on the crop movement so far this year, we approximate the total Brazilian crop this year at about 13,500,000 bags. The total yield of the mild crop we would estimate at from 4,000,000 to 5,000,000 bags, making the available supply from 17½ million to 18½ million bags. This is against a consumption of about 17 million bags. The next crop, however, on account of considerable damage to the first flowering is expected to be a short one and while it is a long way ahead to figure on next season's crop, the Brazilian Valorization plan ought to carry over some of the excessive supplies and sustain prices against the pressure of present heavy receipts. Warehouse deliveries have been somewhat larger and interior stocks in America an Europe are considerably less than the average."

RICE.

Rice continues to maintain a firm position. As yet, there have been few indications of the usual drop after the hurry attendant on the opening of the season. Millers in the south are patently find the demand so great all over the country that they find they can maintain prices. If previous years are any criterion, however, it will not be long before the price will decline somewhat. There are twenty or thirty cars of new crop goods now en route to jobbers here, bought at high figures.

New York, Nov. 5.—Dan Talmage's Sons' Co., report:

"Demand for the week has been free and of more widespread charac-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO
215-217 DRUMM ST.

ter, as to localities supplied, and covering all grades, both Honduras and Japan. Receipts have been quite large but being mostly sold in advance of arrival, spot stock for immediate delivery remains scanty and rather poorly assorted. Prices are firm, especially on the better grades, which are not as freely offered.

"Advices from the South note good demand on the Atlantic Coast, although receipts are coming in slowly. At New Orleans, market is strong with good demand. Mills are much dissatisfied with the current value of cleaned, as they claim there is no margin of profit at present prices of rough rice. Higher prices have been paid particularly for Japan sorts, demand for which has exceeded the supply. In the interior, Southwestern Louisiana and Texas, a large business has been done. The more recent offerings, however, show the effect of harvest storms and fancy sorts are held at full figures.

"Cables and correspondence from abroad note strong and advancing markets."

Charleston, S. C., Nov. 3.—Sam'l. E. Stoney, reports:

"Owing to the small receipts, the offerings for the past week have been very limited, but all good grades have been promptly taken at full figures. As there is a pronounced shortage in the crops throughout the state, there will be only a limited amount of Carolina rices for sale this season."

DRIED FRUITS.

This line has risen another notch since our last report. Apples are up a ¼ to ½c, Standards being worth 5½ and Fancy 7 cents, these prices being for carload lots. Apricots are up ½c; peaches ½c. There is not the least indication of anything else but advances occurring until new crop next year and the sooner grocers stock up for the season the better for their pocket books. This applies to all lines of cured fruits.

New York, Nov. 5.—Receipts of dried fruits to date are considerably below the average for season. As they came on a bare market, the goods passed at once into consumption.

PRUNES.

As forecasted a couple of weeks ago, the prune market is at last making connections with the "bull" market on competitive commodities and the past ten days have brought about an advance in ideas to the extent of ¼c. Santa Clara fruit is quotable today at from 2¾ to 3 cents F. O. B. San Jose, with outside goods ¼c cheaper. There is no reason for a decline. The figures raisins and dried fruits are bringing and their scarcity even at the prices, show why prunes will not drop again this season. Packers have advanced boxing charges; the ruling basis has been ¼c for 50's and ½c for 25's. It is announced that henceforth the price will be ⅛c more or ⅜c and ⅝c respectively. Further advances in this line may come. Labels, labor, box shook and all other materials going into the preparation of boxed prunes are high and advancing. Packers say that the advance noted above will be permanent.

New York, Nov. 3.—Special dispatch to the San Francisco News Bureau, says:

"Buyers hesitate paying the higher prices demanded for prunes. Stocks are practically out of growers' hands. Speculators control 35 tons. Some packers decline 2⅞c f. o. b. basis for 50s to 90s."

San Jose, Nov. 14.—F. W. Williams estimates the crop of prunes at 120 million pounds as against 80 million pounds, the early estimate.

Healdsburg, Cal., Nov. 12. E. B. Snook reports that there are not ten cars of prunes left in the hands of the growers in Sonoma county. Prunes are a good purchase at the present price.

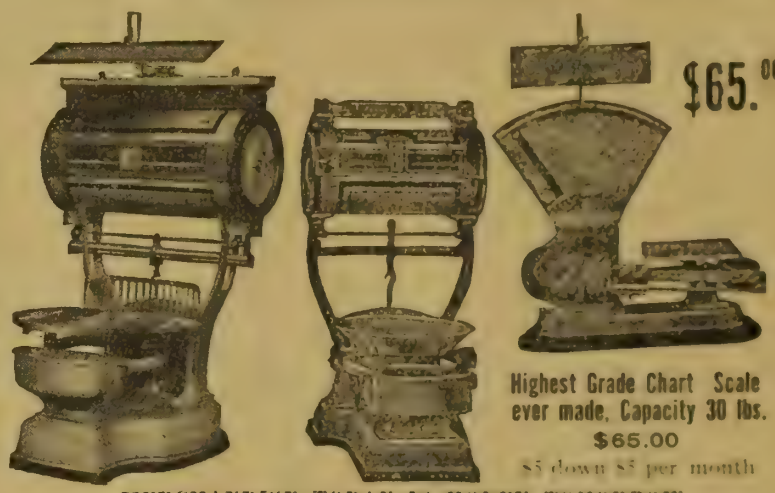
Napa, Cal., Nov. 12.—The Fisher Packing Co. reports that stocks of prunes are cleaned up more than at the corresponding date in any of the 10 preceding years.

Vacaville, Cal., Nov. 12.—J. & I. Blum, report:

"The price of prunes will be 3c or better before long, with a premium on the large sizes."

San Jose, Nov. 11.—About 1,800 tons of prunes were destroyed by a fire that consumed Rosenberg Bros.' packing house, and 14 box cars.

Calistoga, Cal., Nov. 10.—There was



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$65.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

an immense crop of prunes in this district. Owing to the scarcity of help many tons of prunes could not be gathered.

New York, Nov. 9.—Certain big packers are trying to get control of the prunes remaining in the hands of the growers of California. If their efforts are successful it means considerably higher prices to distributors.

RAISINS.

Fancy seeded 16-oz. goods have reached the limit and made a record that will go down into history. Sales were made in Fresno last week on a basis of 10c per pound, f. o. b. that city. This was exceptionally high possibly, but all goods of this type are at a minimum of 9½c. Even at such prices there is little desire to sell shown by packers. It is almost certain that the raisin crop is oversold, and that somebody is going to get hurt. Other varieties of the fruit are up as per prices herein below:

Seeded—Fancy, 16-oz., 9½c; 12-oz., 7¾c; Choice, 16-oz., 9¼c; 12-oz., 7½c.

Loose Muscatels—4-Crown, 8¼c; 3-Crown, 7¾c; 2-Crown, 7¼c.

Seedless Muscatel—7 cents.

Seedless Sultanas—7½c.

Thompson Seedless — Unbleached 7½c.

Imperial Clusters—6-Crown, $3.50; Dehesa Clusters, 5-Crown, $3.00.

London Layers—4-Crown, $2.25; 3-Crown, $1.75; 2-Crown, $1.65.

New York, Nov. 3.—A careful canvas yesterday found only one firm offering coast seeded raisins for shipment from primary sources of supply. The price demanded was 8½c f. o. b. equivalent to 9⅝c laid down in New York. Seedless California raisins are hard to find. California London Layers are in small supply and will likely keep up to quotations. Spot stocks of all classes of imported raisins are light and prices tend upward.

CURRANTS.

New York, Nov. 2.—Hills Bros.' & Co., report:

"Cleaned currants show a further advance. One pound cartons are now held at 8¾c."

DATES.

New York, Nov. 2.—Hills Bros. & Co. "The balance of the Hallowis received by the Gulistan will have to be placed in warehouse in a few days. The price will be immediately advanced to 4c."

EVAPORATED APPLES.

New York, Nov. 7.—Delmarle Bros. report:

"The market for prime evaporated apples has continued to display considerable activity since October 24th. November apples have sold at 6½ to 6.5, and December apples have sold freely at 6¼c, also December, January and February deliveries. There are more buyers than sellers for the later deliveries, consequently goods are hard to obtain. For later months an advance is shown of almost ½ cent, as sales were made around the 30th of October at 5.80."

Despatch, N. Y., Nov. 5—Bown Bros., report:

"A heavy snowfall and a hard freeze have evidently frightened some of the shorts. This caused an advance in evaporated apples this week of about ¼c to ½c. There will be more evaporated apples manufactured this year than ever before in the history of New York. The improved demand owing to better quality seems to be equal to the absorption of whatever quantity is produced."

St. Louis, Mo., Nov. 3.—The St. Louis Commission Co., reports:

"Both evaporated and sun dried apples are higher. This has been due principally to the fact that Eastern brokers had to deliver actual goods sold on contract. It looks as though our choice stock will bring 6c per pound in a very short time."

WALNUTS.

Los Nietos, Cal., Nov. 15.—Sacks of nuts weigh form 5 to 7 pounds more this year than last year. This indicates that the crop is a very good quality.

Orange, Cal., Nov. 10.—Walnuts have been a light crop, but the high prices have more than made up the discrepancy to the growers.

PECANS.

De Witt, Ga., Oct. 24.—The G. M. Bacon Pecan Co., report:

"Prominent pecan growers all over the South report a short crop. The recent storms along the Gulf Coast has tended to lessen the supply. Prices will undoubtedly be higher this season, than they have for several years past."

Austin, Tex., Oct. 24.—William G. Bell Co., reports:

"The pecan crop of Texas is very small. Prices will be very high."

Tyler, Tex., Oct. 24.—The Waldert Grocery Co., report:

"The pecan crop is going to be the shortest for years. The crop in Mexico, Indian Territory and Louisiana will also be short. Prices are higher now than they have been in five years. We look for them to go still higher before next season."

PEANUTS.

St. Louis, Mo., Oct. 30.—The St. Louis Edible Nut Co., report:

"Owing to the serious damage to crops from continued rains, a very large proportion of what was a short crop has mildewed and rotted. At best, there will not be more than half of the stock that was consumed during the past 12 months. There has already been an advance of 1c. We expect further advances."

Petersburg, Va., Nov. 3.—Martin & Sons, report:

"The crop of Spanish peanuts this season will be very short. It will not exceed 65% of last season's yield. We have never before seen so bad a season for growing and marketing peanuts. The crop of Virginia peanuts in both Virginia and Carolina has been nearly ruined."

LIMA BEANS.

Santa Barbara, Cal., Nov. 1.—As harvesting has progressed it has been found that the bean crop has been greater than was at first anticipated, and will probably go more than last year's, which was the record crop up to that time. Low prices were expected because of the size of the crop.

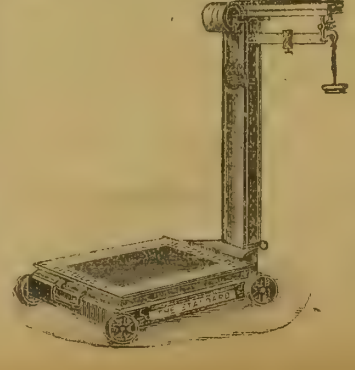
Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

for the last few days prices have advanced and as much as 4c is now being paid for beans.

Los Angeles, Oct. 31.—Holmes & Stockard Co., report:

"The advance in Lima beans has been greater than was expected. The crop is large, being not less than 900,000 bags. This is enough to go around and at reasonable rates. Conditions do not warrant 4c to 4¼c as many seem to think. It is probable that the liberal buying being done by shorts interests may cause high values to rule during November."

San Francisco, Nov. 1.—Adolf Koshland, reports:

"It developed last week that some big operators had bought about half the Lima crop. Prices then advanced suddenly. Buying continues at the advance."

CANNED GOODS.

This line is quiet and in short supply so far as fruits are concerned. The record pack of the industry has really been made by the tomato packers of this state this season. Close to 950,000 cases will probably be the aggregate—85c to 90c for 2½-lb. Standards from first hands is about the ruling value.

New York, Oct. 31.—Special correspondent of the "Trade," reports:

"California pears are scarce and are held steadily up to quotations. California Lemon Cling Peaches are in demand."

CANNED TOMATOES.

Baltimore, Md., Nov. 2.—The "Trade," reports:

"There has been a slight weakness in tomatoes during the week. Standard 3's are quoted at 90c, which is a slight decline. Firm holders refuse to make concessions. There can be no liberal buying for speculative purposes. Some estimates make the total output 9,000,000 cases. The fact that some 350,000 retailers and 3,800 jobbers had practically no stock on Sept 1st, prevents a large pack from appearing alarming."

Baltimore, Md., Nov. 3.—Thos V. Meehan & Co., reports:

"Developments in the tomato situation this week indicate a stronger market coming this winter. The basis of the strength is an increased demand from the retailers, which many jobbers have not prepared for fully. If the demand increases, it would be reasonable to expect a higher range of prices."

Aberdeen, Md., Oct. 27.—Strasbaugh, Silver & Co., report:

"Each day shows an increased volume of orders. The quality of the goods put up by the packers varies so greatly that Standards are quoted all the way from 85c to 92½c and 95c for extra quality. Indications point to a stronger market. Every authority on this is confident that better prices will prevail between now and the next packing season. The comparatively high price of all other kinds of canned goods guarantees a large consumption of tomatoes even at high prices."

CANNED CORN.

West Poland, Me., Nov. 3.—E. N. Fernald, reports:

"There is very little fancy grade corn left. Standard corn is also well bought up. There is no doubt but that the price for the pack of 1907 will be higher than the ruling price for the past season."

Aberdeen, Md., Oct. 27.—Strasbaugh, Silver & Co., report:

"Important interests in canned corn are in evidence this week in the shape of buyers who have hitherto overlooked this commodity."

CANNED ASPARAGUS.

New York, Nov. 2. [illegible]

The market is firm under light stocks. Holders refuse to part with [illegible] for any price.

CANNED SALMON.

Seattle, Wash., Nov. 10.—The "Trade Register," reports

The silver salmon run on the Sound is about over. The chief [illegible] the season just ended. The fall pack is expected to show up well in both quantity and quality, with prices firm and likely to advance on high grades before next season.

Cloverdale, Ore., Nov. 8.—The Siuslaw Canning Co. will pack this year because of the shortage of tin for cans. There is a good run of silver salmon in the bay, but the canneries

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



will not try to handle any more fish this year. This has been the best year the canneries have ever enjoyed.

Philadelphia, Pa., Nov. 5.—The "Grocery World," reports:

"On account of the receipt of definite advices from the Northwest that the pack of Columbia River salmon will be much short of last year, and that the pack of fancy 1-pound will be particularly light, the market for 1-pound flats has advanced 20 cents per dozen in the last two weeks, and the market for 1-pound talls 5 cents. The reason for this variation is that 1-pound flats is the popular seller and a much larger quantity is sold than of 1-pound talls."

AMERICAN SARDINES.

New York, Nov. 7.—Jed Frye & Co. reports:

"The situation on American sardines continues firm. The few factories that have been able to secure any oil to continue operations are rapidly being forced to close, because of the great scarcity of fish and the unfavorable weather conditions. This has stopped any selling pressure for the packers' end. With the increased confidence that the buyers are showing in the firm market conditions prevailing, it is reasonable to expect a general improvement in the demand and prices very shortly."

CANNED OYSTERS.

Baltimore, Md., Nov. 3.—Thos. J. Meehan & Co., reports:

"The cove oyster market is threatened with a serious shortage this winter, because of shortage of stock and scarcity of labor. Unless there is a warm, open winter the demand from the shippers of fresh oysters will be large enough to absorb the bulk of the raw stock coming here, and should the Chesapeake bay freeze over, there will be the largest shortage for many years past in cove oysters."

FISH.

New York, N. Y., Nov. 9.—Strohmeyer & Arpe Co., report:

Holland Herrings—Supply is in excess of the demand. Prices are in buyer's favor.

Scotch Herrings — Higher and scarce, especially large fulls.

Irish Fat Herrings—Show beautiful quality this year and are held at high prices.

Irish Mackerel—Very scarce; no good stock to be had at present.

Norway Mackerel—Are held now only in a few very firm first hands at very high prices. Demand good and there is no liklihood of lower prices this season.

Imported Sardines—No change in the situation. The few French sardines are held at very high prices and very very scarce. Portuguese sardines are higher, as there is no catch in Portugal at present.

Sprats—Very scarce. New catch is expected to begin next month and future prices are from 2 to 3 Fcs. per case higher than they opened last season.

Smoked Sardines—Are getting very scarce. Packers in Norway are unable to fill their contracts. Prices have consequently been advanced all along the line on first-class brands. Second quality are still to be had at the old price, but as they are not of keeping quality, buyers are reluctant to take them and they prefer to pay advanced prices for first brands,, instead of taking a risk in buying these unreliable second quality goods.

PROVISIONS.

Cudahy Packing Co., report:

"Abnormally high prices prevail because of shortage in the supply of hogs. They will probably continue until the consumption of pork falls, during the holidays when poultry is more generally used. It is hardly probably that the stock will be able to increase before the first of the year enough to warrant lower quotations than now prevail."

HAY.

Somers & Co., report under date of Nov. 13.

"The consumption of hay has materially increased here over that of last year at this time. Unless weather conditions seriously interfere with construction work, we may expect an active demand throughout the winter. We are unable as yet to give a report of the amount of hay throughout the country available for this market, for the figures are somewhat late in coming in. We anticipate very heavy stocks in most districts. Prices of last week continue to hold without any weakness.

We quote as follows:

Choice wheat hay	$18.00 to 19.50
Good wheat hay	14.00 to 17.00
Other grades same	10.00 to 13.50
Wheat and Oat.	10.00 to 17.00
Tame Oat	9.00 to 15.00
Wild Oat	8.00 to 12.00
Alfalfa	8.00 to 11.00
Stock Hay	6.00 to 8.50
Straw, per bale	.35 to .60

Keep in touch with the market. The wise merchant has as many means of feeling the market conditions as are possible. He visits the market city as frequently as possible; he learns all he can from the jobbers there; and last, but not least, **he takes the market trade paper** and reads it every week. With these prolific sources of information he is able to keep his margin of his profits right and still secure the benefits of lower prices than his foolish competitor who is not so well posted.

SPANISH WALNUTS.

Grenoble, Spain—U. S. Vice-Consul T. W. Murton reports that the walnut crop of the Isere Valley this year will not exceed the average, while it is feared the nuts will suffer in quality because of prolonged drought. Writing, September 30, he says:

"Since my last report conditions in the growing crop of walnuts in the Isere Valley have changed. The cause of this change is the prolonged drought and excessive heat, unusual for the season, that has prevailed in these parts for more than six weeks, no rain having fallen from the 27th of July till the 10th of September when a little rain fell during one day, too late and not sufficient in quantity to do much good. The consequence has been that all standing crops in general have suffered greatly, and as regards walnuts the immediate effect has been to retard the normal development of the fruit, which this year will be smaller than usual and probably wormy. The shells, however, appear to be fairly well filled, though in some cases the kernels are shrunken.

"This district has been remarkably free from thunder and hail storms this year, which often do considerable damage to the standing crops, but the long drought has perhaps done more harm."

Exports of dried apricots have fallen away, being 1,456,587 pounds for the first eight months of 1906, against 4,058,500 pounds for the same time in 1905.

U. S. Metal Polish

POLISH
Qts. .....$3.00 per doz.
Pts. ..... 2.00 per doz.
½ Pts. ... .90 per doz.
PASTE
1 lb.....$3.00 per doz.
½ lb. .... 1.75 per doz.
3 oz..... .50 per doz.

Barkeeper's Friend Powder, gr., $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

Clerk's Corner.

A VALUABLE ASSET.

Who Can Bring Trade Always In Demand.

lerk's value to his employer is roperly ascertained when meas- by his ability to sell goods to who enter the store. He is a salesman without this ability ne whom it will be unprofitable p.

the clerk who cannot be done at, the one whose presence in e of business means the most employer, is he who not only ll goods, but who can also bring ners to the store.

sonal appearance counts much. clerk, well and favorably known , can be secured, his services e of the most value.

clerk with many friends is in- ble. His friends do business in ore where he is engaged wheth- can wait on them or not.

od or look of recognition, or an ional endeavor to serve them nally, is sufficient for them. ner they consciously buy on ac- of the friendly clerk's presence t, the fact remains that they ontinue to do so.

DON'TS FOR CLERKS.

Don't be afraid of a strict employer. You'll never learn from an easy one

Don't overestimate your talents Remember that competition is an accurate scale and may find them wanting.

Don't dream while you work. Work and dreams don't go together.

Don't act as if you know everything and your customer knows nothing.

Don't be afraid of hard experiences; they make the best of teachers.

Don't send out unsightly packages

Don't refuse to listen to common sense.

Don't be afraid to do little things willingly.

Don't always have a grudge against your employer. He has his faults So have you. No one is without them.

Don't feel yourself better than your position, especially if you have an education.

Don't believe that promotions are due to favoritism rather than merit

Don't stand in the door when you haye nothing to do. It is particularly offensive to women passing.

Don't remain unfamiliar with new goods.

Deliveries of imported sardines have been exceedingly small this season, as the French pack was almost a total failure. The stock of boneless sardines is insignificant and it is said that large handlers of these goods confront an almost total failure of deliveries.

ELIMINATES BULK GOODS.

The first retail grocery store in Greater New York to be opened without counters or scales has opened its doors on Main street, Flushing, under the proprietorship of Charles Bartlett, a grocer who has had much experience in catering to high class trade. The idea is to sell goods only in bottles, cans, cartons or packages. There is no weighing of anything for the reason that no bulk goods are sold. Teas, coffees and other grocery articles are sold in the packages as received, with the manufacturer's or jobber's guarantee as to quality and weight.

While a number of the larger manufacturers and jobbers yesterday disclaimed any knowledge of such a movement, it has been persistently rumored in the trade for some days past that if the Bartlett store proved a success a company with large capital would be organized to start similar stores in various parts of the city where the demand is for goods of guaranteed quality, scientifically packed and free from all impurities.—Journal of Commerce.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal

If the insurance company wanted a picture of your store, would you include your oil room?

You would, if you used a Bowser Perfect Self-Measuring Tank. It's the cleanest, safest, most convenient and most economical store equipment sold today.



CUT No. 9.
FIRST FLOOR OUTFIT
WITH ALL METAL TANK

300,000 now in use.

S. F. BOWSER & CO., Inc.

FORT WAYNE, IND.

for Catalog BB.

TOBACCO VALUES ADVANCE.

"The price of tobacco will advance almost 25 per cent during the next six months," said O. Pendas of the firm of Y. Pendas & Alvarez, tobacco dealers of Key West and New York, to a reporter of the Los Angeles "Times" recently.

"The crop of tobacco gathered last year was almost a complete failure. The supply on hand is depleted, and the crops for the present year have been sadly damaged in Cuba by the recent disturbance there. All of these things have occurred in the face of a wonderful increasing consumption of tobacco," he continued.

"For instance, the cigar that is now purchased three for a quarter of a dollar will undoubtedly cost 10 cents straight, and the three-for-a-half size will in all probability csot two for the same price.

"The tobacco dealers in Havana, Tampa and Key West are sorely pressed for stock. They are not seeking any new business, as the regular trade now on hand consumes all the tobacco in sight. It has been the custom for years to permit a purchaser of large quantities to select some personal size and shape of a cigar which he desired issued to him under his own label. This was all right when the supply of the leaf was almost unlimited, but now to make the standard sizes and shapes will consume all the stock in sight.

Good intentions unless backed by push and common sense are synonomous with failure.

In 1905 Ceylon exported in all 3,086,-177 lbs. green tea, as against 5,-394,849 lbs. of the same kind in 1904.

No man is so tall that he need never stretch and none so small that he need never stoop.

Kansas will produce its first beet sugar this year. Seven years ago not a pound of beet sugar was produced for market in the state of Colorado. This year it is estimated that the value of the Colorado output will be more than $9,000,000.

It is estimated that the pickle supply in the United States, including both old and new crops, is about 50 per cent less than a year ago.

Exports of glucose or grape sugar for eight months ending August, 131,456,748 pounds. A few years ago this article had no place in commerce.

Table syrups are a fraction higher.

The mushroom crop this year is extremely small. In some districts in France it is a total failure. The scarcity is sending prices up, and they are ruling high.

You "can't keep a good man down," nor can you keep a good window display from drawing trade.

The peanut crop in the United States now amounts to 11,000,000 bushels annually. The total sales amount to between $8,000,000 and $10,000,000.

The clerk that knows your faults and is still your friend, is worthy of all your confidence.

Customers like to see what they buy. Show your goods.

When you hand your competitor a lemon be sure that he does not make you suck it.

WORLD'S HONEY SUPPLY.

U. S. Vice-Consul Charles Karminski, of Seville furnishes recently published statistics in relation to the world's production of honey, which designates Spain as second in the supply of that product, the total number of her beehives being 1,690,-000 and the quota of honey furnished by her 19,000 tons out of 80,000, the world's yield. Germany, with 2,000,-000 beehives, produced 20,000 tons of honey, a larger quantity than all other countries. Austria, ranking third, produced 18,000 tons of honey, France 10,000, Holland and Belgium less than 2,500, and Greece, Russia and Denmark 1,000 tons each.

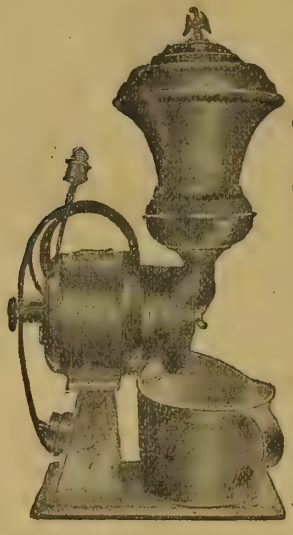
The Department of Agriculture has finally decided that mince meat containing 10 per cent of meat shall be subject to the Meat Inspection Act, and that the Pure Food law is sufficient for all that falls below this percentage. An exception is made in the case of packing-house products in that anything prepared by them and labeled mince meat is subject to the Meat Inspection law.

We have frequently heard the remark, "I do not see the good the association is doing for me, and I believe I will quit it." Neither do these same merchants see dollars rolling down gutters when it rains, nor do the dollars roll into their cash drawers every time it rains, but they are bound to admit they get dollar benefits from the rains.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

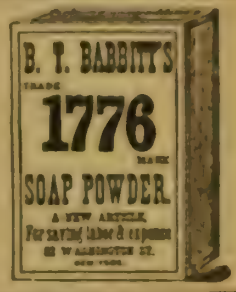


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

COLONIAL.

"Young Mrs. Winthrop" is scoring a decided success this week. It is an old time favorite with a fascinating story in which tears and smiles alternate frequently. The cast is a strong one. Izetta Jewell is enabled to display her ability as an emotional actress and Wilfred Roger, as the young husband, does remarkably well. It is a strong well-balanced performance.

DAVIS THEATRE.

"The Sign of the Four" is being given a stage production by the Elleford Company. This is a Sherlock Holmes detective story. It is full of exciting situations and is well presented by a company consisting of numerous favorites of ante earthquake days.

CENTRAL THEATRE.

"In Paris" is the title of the musical melange and program of vaudeville stunts that Kolb and Dill and their beauty chorus present this week. There are numerous very funny features. The girls are pretty and daintily costumed. The show has lots of vim and goes well..

THE CHUTES.

There is a variety of attractions essential for pleasure at this big amusement park. Interesting shows are to be met at every turn. The Orpheum show is good and draws large audience.

MACARONI MEN PLEASED.

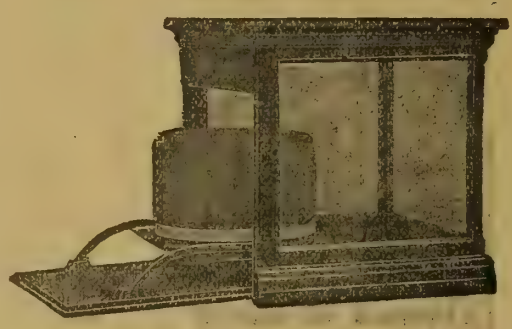
Among the most pleased people of the United States over the enaction of the new Pure Food Law are the New York and Brooklyn manufacturers of macaroni and similar products. Last year while only eighteen mililons pounds of macaroni were imported into this country from Italy and other countries, there was more than 50,000,000 pounds manufactured here and sold under spurious and misleading foreign labels.

While the local manufacturers do not believe that the imported article can be eliminated entirely from the domestic market, they are particularly delighted with the clause in the new National Pure Food Law which stipulates that domestic products cannot be sold under foreign labels.

At the recent meeting of the St. Louis Grocers' Association, the necessity for being posted on the new pure food law was called to the attention of the members. It was also brought out that the recent letter sent the jobbers by the Association relative to selling the consuming trade is receiving the attention of the wholesalers and will be one of the first matters to be considered by the newly-organized wholesalers' association.

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increaseed sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast

WIELAND BROS.

SANSOME AND LOMBARD STREETS **SAN FRANCISCO**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. **A. SBARBORO, Secretary**

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. **San Francisco, Cal.**

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake

$1,000.00

Guarantee of Purity Protects

ALPINE

THE QUALITY

CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.** That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE. CREAM** by our $1,000 **GUARANTEE.**

The Product of Experience

THE ORIGINATOR OF EVAPORATED CREAMS—MR. J. B. MEYENBERG —WHOSE LIFE WORK, FOR NEARLY 25 YEARS PAST, HAS BEEN PERFECTING EVAPORATED CREAMS.

Gives His Personal Supervision

To the Production Of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA. NOV. 23 1906. VOL. 11, NO. 46.

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH



Mixes with water instantly

Advertised Everywhere

OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brililant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

50 Clay Street, San Francisco, Cal.



GREATEST VALUE EVER RECEIVED

H. N. Edlin writes as follows:

William A. Hawley,

[illegible] in your McCaskey Account Register [illegible] I am satisfied, [illegible] the Greatest Value I have ever Received for my money. It has paid for itself in the saving of several hours of time each day and of several days of the end of each month where I formerly had to begin about the 24th of each month to make out my monthly statements. I now have them ready in less than 30 minutes. Your **McCaskey Account Register** has given me a **simple** and **complete system** for keeping my accounts that makes my book-keeping no more trouble than I have had in keeping account of my cash sales with my cash registers. I would not be without it.

Very truly yours H. N. EDLIN.

Our Catalog is FREE.

WE CAN SHOW YOU

How this register quickly pays for itself and continually earns you a profit.

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Phone: Franklin 101 1212 Gough St., San Francisco, Calif.

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McCaskey Register Co., Makers, Alliance, Ohio.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast Co.

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IS

RESERVED FOR

SCHILLING'S BEST

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John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

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Pacific Ammonia Bottling Co., 2501 Scott.

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Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

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"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

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Nutrito, 859 Franklin, Oakland.

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X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt. 2871 16th St.

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Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison.

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

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Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duffe, Agt. 1182 Market.

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"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.

SODA WATER.

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Long Soap Extract Co., 8th and Brannan

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American Tobacco Co., J. M. Gaskie Co., [illegible] Oakland

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Wichman, Lutgen & Co., Everett and Harrison Sts., Alameda

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Harry Dean Co., [illegible]

WHOLESALE GROCERS.

[illegible]
Morrill & Co., [illegible]
J. H. Neuhoser & Co., 420-422 [illegible]

YEAST.

Globe Grain & Milling Co., Western Yeast Co., Pillsbury [illegible]

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WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and the privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed_____

Address_____

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., NOV. 23, 1906. VOL. 11. NO. 46.

THE
RETAIL GROCERS ADVOCATE

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Association.
AARON H. POWERS,
Editor and Manager

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POINTS TO WATCH.

Sugar—
It is reported that a rate has been fixed on sugar that will enable the New Orleans product to compete in this market. This should mean war

Maple Sugar—
The stock is almost exhausted Prices have advanced 50 per cent in Eastern markets.

Prunes—
Marked advances have begun in this line.

Raisins—
Those who buy now will save money

Honey—
Crop conditions make lower prices very improbable.

Sardines—
Everything points to a scarcity of American sardines before the new season.

Baltimore reports a heavy demand for future cove oysters at 82 1-2 for 4 ounce, 87 1-2 for 5 ounce, $1.55 for 8 ounce and $1.70 for 9 ounce f. o. b. Baltimore.

A Challenge coffee pulverizer has been added to the coffee grinding department of Gilman Co., Los Angeles.

LEGISLATIVE CAMPAIGN OPENS

State Directors Find How to Proceed for This Year.

WORK FOR BETTER PROFITS.

Will Take Steps to Show Strength of State Organization.

No more important meeting of grocers was ever held in California than that of the Directors of the State Grocers' Association in Stockton on Thursday evening, November 15, 1906. There were present:

A. A. Jost, Sacramento.
F. F. Dustin of the Nashville Mercantile Co., Redding.
H. K. Duncan, Oakland.
L. Warnke, Alameda.
J. W. King, San Francisco.
F. B. Connolly, San Francisco.
C. B. Pearson, Stockton.
F. W. Aubry, Stockton.
Aaron H. Powers, Editor of the Advocate.

President Jost called the meeting to order after an informal reception by the Stockton Retail Grocers' Association, at which Stockton's president, F. W. Aubey, presided. In the discussion that ensued, the following important matters were decided upon. ....

State Delinquent List.

First—To take immediate steps towards publishing a State Delinquent List and establishing an effective Collection Bureau.

Guarantee of Profits.

Second—To secure a united demand on the part of the grocers affiliated with the State Association for protection in their profits from the manufacturers of one or two lines of goods —the idea being to secure a little at a

Correcting Trade Abuses.

time.

Third—To secure regular reports from affiliating associations and individual members so that the greatest possible value could be given from the State Association.

Getting Fair Prices.

Fourth—Perfecting the machinery by which laws described on Page 4 are to be presented to the legislature and the claims of the merchants impressed on that body.

Stockton Grocers Attend.

There was quite a number of the larger grocers of Stockton present when the visiting delegates gathered at the offices of the Stockton Grocers' Association.

Interesting talks were made by Messrs. Jost, Powers, Duncan, Dustin, Connolly, Warnke and King, who spoke hopefully but conservatively of the work ahead and the results that might be expected.

Maintaining Prices.

After the minutes of the preceding meeting had been read and approved, President Jost called on Mr. Duncan, chairman of the Committee on the Maintenance of Prices, for a report. Mr. Duncan explained that he had just finished a vacation trip and that the work had been left to Mr. King of San Francisco.

Mr. King explained that the manufacturers of the country would be glad to fix and maintain retail selling prices if they were sure they would have the retail grocers behind them. He found that it was hard to make them believe the movement was anything more than agitation instituted by a few Frisco grocers. He thought that the visit of the committee to the agent of any particular article should be preceded by letters from well known grocers all over the state in which the wishes of the grocers were made known. He was certain that the manufacturers would be anxious to work with the State Association if the directors could show them that it was the wish of grocers all over the state.

President Jost advised that the committee should decide on a few articles that they wanted to have protected. He thought it was best to take one or two lines of staples in the beginning. The committee could then explain to each secretary and have the various secretaries arrange with a number of his members to have them write the agents direct telling what the grocers wanted. The agents would then know that it was the grocery of the state talking to them and the committee advanced that reason.

Mr. King thought this would be a great help since it would serve to make these agents realize that the California State Grocers Association was what its name implied.

Stickers for Members.

President Jost suggested that stickers be sent to the various members to be given to members. [illegible]

(Continued on page 7.)

FRESNO GROCERS PLAN.

Will Take in Dealers From Many Neighboring Towns.

Fresno's grocers have completed plans which, when put in operation, will serve to point the way for the grocers of every other county in the West.

In Fresno, the mills were induced to protect the selling price of flour. The creameries were induced to protect the selling price of butter. An agreement is maintained as to the selling price of several important staples.

Quite recently an agreement was reached by the leading dealers in Fresno City and a number of the towns in the immediate vicinity by which the price to be paid for eggs and the price at which they were to be sold was arranged. In this way, the handling of eggs became a source of profit instead of a loss as it had been for years. The towns affected include Fresno, Fowler, Clovis, Lone Star, Bowles, Rolinda, Kearney Vineyard, Tarpey, Malaga and Oleander.

The Fresno Grocers' Ass'n now proposes to enlarge its scope and form a

Fresno County Association.

The Executive Committee of the Fresno City Association figure that by so doing they will greatly enlarge the usefulness of the association to its members in handling local matters and also increase the power of the organization in outside affairs.

The plans for the County Association include the following matters:

Collection Bureau and Credit Department.—A collector has been engaged. All members will be urged to turn in all bills they cannot collect themselves. The collector will be paid a commission on all collections made. A list of the bills submitted for collection will be printed each month in alphabetical arrangement.

It can readily be seen that when this list contains the names of parties who do not pay their grocery bills in the surrounding towns as well as in Fresno, it will prove a source of great protection. The fact that such a list exists will also prove of enormous value to members who will find that many slow pay people will find a way to settle up.

Maintenance of Prices will be made easier. The fact that the leading staples are sold at a certain fair figure in Fresno will make it easier for the outside dealers to secure that figure. The fact that the outside grocers are not cutting will be a source of strength to the Fresno dealers and all will profit. Of course, no extortionate prices can be charged, but a fair margin that will allow the dealer at least the cost of handling the leading staples, can be easily maintained and should be.

Backing Up Manufacturers who fix retail selling prices will be easier when all are united and directed from a common central office. Already the grocers are insured fair prices on flour, butter and cottolene, and there is no reason why the list should not be indefinitely extended since all the dealer will have to do will be to work with the manufacturer and advise him when his goods are being cut and then try to help him induce the cutter to stop without having to use force. A county organization will be a great help in this regard.

Correcting Trade Abuses will be easier when the secretary of the organization can speak for the grocers of many communities. The dealer in the small town who has found a wholesaler selling to one of his customers can be sure that he can stop it when he has all the grocers of his county behind him—and the grocers of the State if the county isn't strong enough.

Getting Better Laws.--The individual dealer who wants a law passed can do nothing. When united with the other grocers of his country, he can influence the assemblyman and the the grocers of the county invite in senator from his district. When all asking a certain thing, they can be surer of getting it than when those of one city alone ask, even when that city is as large as Fresno.

the Assemblymen and Senators from the other counties will be actively canvassed. In this way, success for all fair measures is practically assured.

The expense of getting these measures is also divided among many. In this way, it becomes a practical possibility and does not bear too heavily in any individual member or association.

Bettering Local Conditions.—Through the central organization, the first steps can be taken towards securing a common hour of closing, bettering of roads, changes of ordinances, and other matters in which no individual would like to take the initiative.

From the above outline of what can be done, it will be seen that the Fresno City grocers have a great deal to offer the dealers of their county in the way of inducements for them to join in their organiaztion.

Wichman, Lutgen & Co.

INORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

LEGISLATIVE CAMPAIGN OPENS.

(Continued from page 5.)

ers should be pasted on them, in which remittances were forwarded and should state that the firm was a member of the State Grocers' Association and that the State Grocers' Association were the owners of the Grocers' Advocate and interested in its success. In this way he felt that two good ends would be accomplished.

Mr. Duncan thought the Committee on Prices should be given full power to carry out the suggestions made.

Mr. Aubry advised that the committee take up only one or two things at a time and suggested that, in the beginning, they devote themselves to canned milks and baking products.

President Jost, speaking for Sacramento, promised the committee every aid that had been suggested.

Secretary Connolly here read a number of interesting communications. Among them were the following:

From C. A. Moffat, Los Angeles, explaining his inability to attend the meeting and giving his assurance that anything desired of Southern California should receive his prompt attention.

From J. F. Paulding, Los Angeles, stating that Governor-elect Gillett favored certain laws desired by the grocers.

From various grocers asking how they could become members of the State Grocers' Association.

From the Portland, Oregon, Association asking for copies of the laws to be presented by the State Association at the Legislature.

From Geo. B. Doyle, S. F., explaining the reason for his non-attendance.

Legislative Plans.

Secretary Connolly for Mr. Doyle, who is chairman of the Legislative Committee, then presented the following report:

LEGISLATION.

There are several things to consider:
1st—Finances.
2d—Drafting the laws.
3rd—Interesting merchants in the city from which assemblymen and senators have been elected.

FINANCES.

Affiliating Associations:

1. Each local should be asked to appoint a Legislative Committee of five to be responsible for
(a) Raising Funds.
(b) Carrying out suggestions of the Central Office.

2. The Legislative Committee should appoint sub-committees for different districts, and give each sub-committee a separate subscription blank to be supplied by the Central Office. Each subscription blank should be headed by the amount of dues paid by the affiliating association. Thus:

Sacramento Gro. Ass'n.....$100

All business men who would profit by the laws should be asked to subscribe.

3. The money raised should be kept in a separate fund, by the Committee and not in the Treasury, all expenses of raising the fund being paid by the fund.

Individual Members:

1. Send a series of strong letters to the readers of the "Advocate", where

[illegible]

OTHER ORGANIZATIONS SIMILAR TO OURS.

[illegible]

[illegible] From them.

SUBSCRIPTION BLANK.

[illegible]

[illegible] California Retail Grocers and Business Association:

With this in view we will [illegible]

Mr. Dessau [illegible]

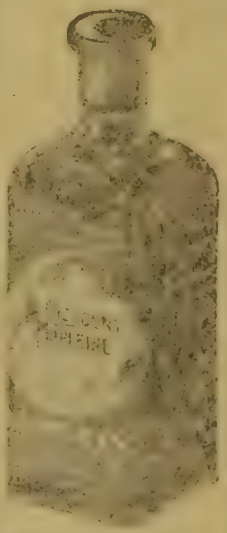
Influence Most Valuable.

Mr. Warske [illegible]

Mr. Pearson [illegible]

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the grocer profits by the sale of "pure maple syrup." The merits of [illegible] Mapleine

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

CALIFORNIA

Corona—G. L. Ferguson has moved his Red Front Grocery stock to the First National Bank Building.

Dinuba—The Griffith & Skelly packing house recently destroyed by fire is to be rebuilt as swiftly as possible.

Long Beach—A. F. Southwick, has purchased the business of W. M. Johnson, 628 Cedar St.

Lindsay— Henderson & MacGregor have sold their business to Ostrander & Rose.

Los Angeles—Mr. Prutsman has purchased Maud V. McCraey's grocery at 224 North Vignes st.

Los Angeles—Mrs. E. J. Good has purchased the grocery store formerly owned by Susy Reiss at 3113 Central Ave.

Los Angeles— Roach & Whipple have succeeded O. O. Hunley grocer at 24th and Central Ave.

Los Angeles—Geo. D. Hammond has purchased the grocery business of C. D. Louis at 2801 E. 4th Street.

Los Angeles—H. C. Woodward has purchased the business of J. K. Langdon, 825 Judson St.

Los Angeles—John Casey has purchased D. H. Moyer's grocery store located at 1536 S. Los Angeles St.

Los Angeles—J. J. Grainger has purchased the business of Mrs. Eliza Dronetti, 3898 Maple Ave.

Los Angeles—C. P. Dunn has purchased the grocery business of J. H. Prescott at 315 Hoover St.

Los Angeles—Mrs. Teresa Coy has purchased E. R. Stillen grocery store at 401 E. 7th St.

Los Angeles—John Naas has bought the business of Maria Dalland, 1408 W. 35th St.

Los Angeles—C. D. Sallee has purchased the business of Sam Walton, 2614 Venice Ave.

Los Angeles—W. L. Stanford has purchased the grocery business of R. W. Miles at 1233 W. 9th St.

Los Angeles—John Cooper has succeeded H. Cutts grocer at 170 North Blandry Ave.

Los Angeles—R. M. Kemp & Company have purchased the grocery business of E. J. Rodino, 2521 S. Park Ave.

Los Angeles—The general store of W. W. Ayres & Co., has been dissolved. Mr. Ayres continuing the business.

Los Angeles— Mr. Albert Cohn, Main street grocer has started a new combination building, residence and business at Washington and Flower sts. He will open a branch store as soon as his new building is completed.

Monrovia—R. C. Wardell has purchased an interest in the P. S. Wooley Grocery store. The new firm will be known as Wooley & Wardell.

Pomona—John W. Boggess, former proprietor of the Bee Hive grocery, has repurchased the store.

Ocean Park—G. T. Iberman bought the grocery business of Kune Baum. This is one of the largest stores in the Beach City.

Old Beach—J. P. Foster, Jr., sold his business to the Carlson Investment Co.

Oakland—J. J. Crowe & Co., have purchased W. W. Harper's grocery store on the corner of Blaine Ave. and E. 14th sts.

Oakdale—M. J. Nightengale and Sivley Bros. consolidated their businesses for the purpose of conducting a general mercantile business under the firm name of The Nightingale-Sivley Company, Inc. The business will be conducted at the Nightingale stores at West Railroad and Third Ave.

Santa Ana—The Union Grocery & Hardware Company has been sold by Girard & Cramp to A. Dickey.

Sebastepol—Kelley Bros. have purchased Rafael Bros. grocery store.

San Francisco —S. W. Longabough has purchased the lease and grocery business of A. P. Kelleghan, at 1738 9th Ave., Sunset.

Santa Monica—Brice & Sons, grocers at Hollister and Main Sts., were robbed Nov. 11th., About $50 worth of groceries was all that was taken—no clew has been found.

Woodland—F. W. Brendel, grocer, has filed a petition in insolvency. He owes $5,760 and has $750 assets.

OREGON.

Astoria—W. T. Scholfield has purchased Johnson Bros' grocery store.

Colville—The Barman store building is completed and the firm has moved its large stock of general merchandise into the new quarters.

Eugene— Nicklin & Neal, grocers have changed the arrangeemnt of their store. The grocery department has been moved back to the Park street entrance.

Elgin—Hug Bros. have added a stock of dry goods to their grocery store.

Freewater—J. H. Hall has purchased the stock of groceries of Andrew Johnson.

Hillsboro—J. Palmateer has purchased J. A. Messinger's general store.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

Mothers! Mothers!! Mothers!!!
Mrs. Winslow's Soothing Syrup
has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH
ROYAL


BAKING
POWDER
Absolutely Pure
HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.
It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Hood River—H. D. Gish has started a grocery store.

Hopwell—L. B. Antrim, grocer, reported in bankruptcy.

Irrigon—Henkle & Castle, general merchants, have dissolved partnership.

Montavilla—O. A. Stevens has purchased the Burdette grocery and confectionery store.

Montavilla—Lawson Parker has started a general merchandise store.

Medford—Reardan & Roberts have dissolved partnership. Reardan continuing the business.

St. Johns—T. A. Trauger has purchased an interest in the grocery business of Scales Bros.

Portland—J. Bochards has started a grocery store.

Portland—C. Christenson has started a general store.

Portland—J. McPherson has opened a general store.

Portland—E. Lind, grocer, suffered $700 fire loss week before last; covered by insurance.

Portland—M. L. Hochfeld has opened a general store.

Portland—Miller & Tonseth have started a grocery store.

Portland—E. E. Wallenstein has opened a grocery store.

WASHINGTON.

Aberdeen—Law Bros., grocers, have opened a large branch store.

Blaine—Allen and Vanluven have opened a grocery store.

Colville—John Acorn and son have purchased Mr. Kirkham's interest in the Colville Grocery Co.

Elbe—H. A. Koeppen has opened a grocery store.

Ellensburg—John A. Shoudy Co., incorporated, has succeeded to the grocery business of Koepke & Shoud.

Elgin—C. W. Fox has opened a grocery store.

Fairfield—Adams & Co., general merchants, have completed their new store building and occupied the premises with their stock last week.

Kennewick—H. M. Ashbaugh & Co. will open a grocery store about December 1.

Machias—King Bros. Grocery Co. incorporated with $2,500 capital, to succeed Frank King.

Medical Lake—Enloe-Korte Co., general merchants, have changed name to Korte-Jorgensen Co.

Monroe—J. E. Doloff & Co., have started a grocery store.

Newcastle—A. M. Clark has started a grocery store.

Reardon—E. K. Finrow's general store was burglarized last week and $250 work of silks stolen.

Seattle—E. D. Caffee has succeeded Caffee & Rogers, grocers.

Seattle—Peterson & Doughty have started a grocery store and meat market.

Seattle—Edwards and Hughes have succeeded Kemp & Baiger, grocers.

Spokane—Q. A. Davis has succeeded to the business of the Emerson Grocery, corner Alice and Monroe Sts.

Spokane—The Jurjens Grocery Co. has incorporated.

Spokane—C. C. Rickard has purchased at East Spokane.

Spokane—The Greenough Bros. Co., grocers, have incorporated.

Spokane—Wm. Pletke, confectioner, has added groceries.

Vancouver—Hamilton & Crawford have opened a grocery store.

Walla Walla—C. A. Andrews and D. Lenfesty have purchased the hardware and grocery business of Fargo & Co.

Walla Walla—J. A. Hicks' grocery store was burned last week, with loss of $1,000 and $600 insurance.

Wallace—R. A. Turner has opened a general store.

Waterville—J. R. Burrow has started a grocery store at his ranch.

IDAHO.

Burley—E. J. Bennett & Sons, grocers are closing out.

Grangeville—Austin & Wann, grocers, have added meats.

Lapwae—J. W. Watson has opened a grocery store.

Oakley—Nelson & Worthington, general merchants, have dissolved partnership, Worthington continuing.

Pocatello—P. Hanson, grocer, has sold his branch store to G. Hausen.

BRITISH COLUMBIA.

Vancouver—C. A. Ingram has started a grocery.

Yuni—D. Campbell, dealer in groceries and furnishings, has sold his store.

CANNED GOODS TRADE.

Government Statistics Show Wonderful Growth of Business.

Washington, Nov. 19.—The growing use of canned foods, so readily observable in domestic affairs and domestic commerce is extending to the foreign trade.

Figures of the Department of Commerce and Labor record the exportation of over $18,000,000 worth of canned foods in the fiscal year just ended, 1906, against about $11,000,000 in 1896, an increase of over 60 per cent in that time. This total of $18,000,000 includes only articles stated as to justify their classification under the general title of canned foods.

A decade ago the value of canned fruits sent out of the United States was but $1,[illegible] against $2,[illegible] in 1906; and the total of canned meats and other canned meats (exclusive of beef), which now aggregate nearly $3,000,000 was a decade ago of so little importance that it was not separately enumerated in the statement of exports, but stood grouped under the general designation of "all other," while the exportation of milk, most of which goes in condensed and concentrated form, was a decade ago about $1,[illegible] in value, and now is nearly $2,000,000 annually.

In canned salmon, of which the exportations ranged nearly $4,000,000 annually, the United Kingdom is the largest purchaser, taking, in 1905, $3,872,992 out of a total export of $[illegible] 469 of canned salmon in that year.

The following table shows the value of the principal articles of canned goods exported from the United States in 1906: Canned beef, $6,120,446; canned salmon, $3,847,943; canned fruit, $2,348,964; canned milk $1,[illegible]; canned pork, $1,215,857; canned meats, other, $1,703,197; canned vegetables, $655,779; canned fish except salmon, $187,711; canned caviare, $17,829.

PAINLESS DENTISTRY



If your [illegible] and your teeth [illegible] should [illegible] to [illegible]

Our [illegible] dentist, with a [illegible]

Van Vroom
1501 Fillmore, cor. O'Farrell
San Francisco, California
Too Hot at Sixth and Market

LEGISLATIVE CAMPAIGN OPENS.

(Continued from page 7.)

mittee was appointed to call on the butchers and bakers, another on the hardware men and another on the furniture dealers. When the committee explained the nature of the laws they were seeking to secure, it was seldom that a firm subscribed less than $5. If they were only trying to get the Statute of Limitations extended, it would be worth more than that to most of them.

Mr. Aubry moved that the reports be adopted as read. Carried.

Mr. Dustin told how the candidates had been interviewed prior to election and stated that Assemblyman Cornish would help the merchants.

Mr. Warnke stated that Mr. Rolley of Humboldt, then an assemblyman but now a senator, had stated four years before that he would be glad to introduce the Mutual Fire Insurance Law in the Senate.

Plans for Organization.

Secretary Connolly then read the following report from the Committee on Organization:

ASSOCIATION PROGRESS.

Certain things are essential to secure success in extending organizations:

the purposes of the State Association.

1. We should have a booklet telling and giving its constitution and by-laws. This is frequenty asked for by retail grocers and will be very essential now. It would cost about $40 to print 1,000 of them; perhaps less.

2. We should have blanks to send each month to all affiliating associations asking for bills.. We should also have books to keep records of these bills. Our former collectors—Hall, Schaertzer, Robertson, are prepared to take charge of all bills, report promptly to members and give us a report each month to print in the Advocate.

1st—List of bills—a Delinquent List.

2d. Names of those for whom collections have been made.

3 We should send a report of each State Directors' meeting each month to all members. This can be done by sending copies of the ADVOCATE containing same to secretaries and individual members.

4. Immediately after the Directors meet ,blanks should be sent all affiliating Associations, asking for certain definite information as to their needs, progress, etc. Stamped envelopes shoud be inclosed for replies. These replies could be printed in the ADVOCATE in the form of communications, and thus be of value to others and increase the interest of members. Secretaries should be made to understand that such matters as should be kept secret, will not be printed in the paper.

These blanks should cover the following questions:

How many members?
Who are the officers?
Have you a collection bureau?
Who is the collector?
How much collected during month of .....?
How many grocers not members?
Why are they not?
Are any articles on our protected list being cut?
Is there any article that your organization would be willing to co-operate with the manufacturer in maintaining the price?
Are any wholesalers selling to consumers in your territory?
There should be several blank lines left for special questions for the month?

5. The central office for sending out this matter, answering queries, etc., should be San Francisco, and the ADVOCATE should have its office at the same place, in order that we may be able to use the paper to the best advantage in extending association work.

6. Incidentally, I desire the assistance of Mr. Powers in handling these details.. I am willing to give up my time, where it is essential that I should attend to the work personally. I think it is wholly uncalled for to expect me to give any time doing work that can be hired done. Mr. Powers would give his services and has already done much.

At its conclusion he stated that Mr. Jones of San Jose had reported to him that the San Jose Association was in good shape and was to give a banquet on the following Thursday. He also said that prominent merchants in Petaluma had urged him to help them resurrect their association. He thought the times were ripe for carrying out the suggestion in the report.

President Jost suggested that the various suggestions be considered seriatim.

Secretary Connolly then read them and they were each carefully discussed and finally adopted with a few amendments.

Mr. Duncan spoke strongly in favor of a booklet explaining the purposes of the State Grocers' Association and containing the Constitution and By-Laws.

President Jost suggested that 1,000 should be printed instead of 500.

Mr. Pearson warmly favored the idea of having the state office and the Advocate office together.

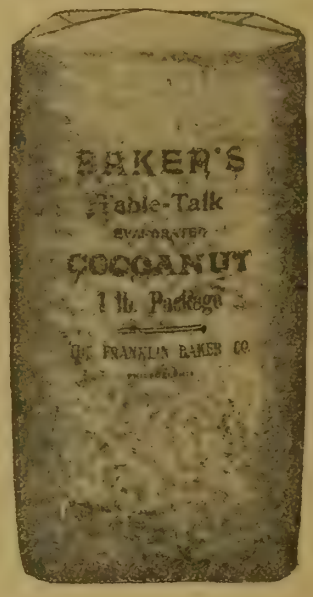
President Jost thought it a good idea to centralize their interests. He advised what would help the Advocate would help the State Association.

President Jost also spoke in favor of giving the secretary any help necessary.

(Continued on page 12.)

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 11c per pound.

John H. Spohn & Co., Agents, 50-52 Clay St., San Francisco.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Faucher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt
Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

ASSOCIATION NOTES.

Spokane, Wash.—Members of the Grocers' Association at their last meeting heard complaints regarding certain dealers selling goods in bulk or unbroken packages at wholesale prices to customers in Spokane and in the surrounding country to a distance of 100 miles. It is claimed these persons get their stocks from regular wholesalers, in some cases erasing the jobbers' name from the packages before delivering them to their customers. These methods were strongly denounced as a species of a commercial outlawry, and it was decided to make an effort to check the practice.

Reading, Pa.—The Retail Grocers' Association is contemplating establishing the co-operative buying system.

Youngstown, Ohio.— At the last meeting of the Retail Grocers' Association the question of closing Wednesday afternoons during the winter months was given a quietus when a motion to indefinitely table the proposition was carried.

Omaha, Neb.—At the last meeting of the Retail Grocers' Association the National Pure Food law was discussed and the members decided to protect themselves by demanding guarantees from the jobbing grocers, to the effect that all goods bought of them fulfill the requirements of the law.

Little Rock, Ark.—The Retail Grocers and Merchants' Association gave its last regular meeting over to a discussion of the effects of the pure food law on the retailer. Almost all the leading merchants of the city attended and the measure and its possibilities as a trouble breeder for the violator of it were gone into minutely. It was argued that the members shall hereafter demand a guarantee from the jobbers with all goods they buy.

Cleveland, Ohio.—The Retail Grocers' Association has begun its campaign against keeping stores open on Sunday and is very pleased with the results so far obtained. Last Sunday pamphlets were distributed at the doors of the several churches of the city asking the support of the church people in keeping the stores closed This practice will be continued until one hundred thousand have been given out.

Boston, Mass.—The Retail Grocers' Association has indorsed a petition to the Pure Food Commission of the State asking that all food packages be compelled to show either the net or gross weight of the package, the claim being that short weights were often resorted to as an unfair method of cutting prices.

Richmond, Va.— An effort is now being made to reorganize the old association and it gives every prospect of success. Several years ago this city had an association which went to pieces, because of impractical features. If the project goes through a co-operative buying department will be organized after the plan in successful operation in Philadelphia.

Bradford—The Business Men's Association admitted thirteen new members at its meeting October 8, and now has 152 members enrolled. They hope to give other associations a chase for second place in general membersship strength. Copy of their first credit directory contains 1,228 names, and is in the printer's hands.

Commenting upon the situation in nuts, William Hills, Jr., says: "Demand continues very fair and supplies in general are not heavy. Almonds of all sorts are firm, as are filberts and Brazils are strong, with an increasing demand, and it is necessary to look forward to higher prices with the nearer approach of the holidays. A decidedly better demand has recently developed for walnuts on spot, and as supplies are not large it is expected they will be entirely cleared before the arrival of new crop."

According to advices from San Francisco some of the independent packers of salmon have been storing their goods in expectation of realizing better prices later.—N. Y. Commercial

MEN MAY COME
AND MEN MAY GO
BUT
HUNTER
WHISKEY
GOES ON
FOREVER



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

A somewhat serious situation exists in the English canned goods markets. American canned beef is piled up in those markets available with prospects of being shipped back to the United States. Dealers there have asked Australian packers to take the stuff off their hands, but the latter decline. Dry compounds in the United Kingdom have been cheaper so as even the packers refused to sell American canned goods.

Referring to the situation in canned corn, Stewart & Heath write from Baltimore: "Stocks of first packers calling for movement before the end of the year continue to be very small and second hand corn cannot continue at the present prices. Packers will not be allowed to change contracts effective January 1, 1907.

OFFICERS AND DIRECTORS.
RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.
Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.
Treasurer, G. A. Russell.
Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.
Secretary, R. D. Holmes.
Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

November, 1906.—Monday, the 5th, and Monday, the 19th.

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

LEGISLATIVE CAMPAIGN OPENS.

(Continued from page 10.)

Mr. Warnke thought this could be safely left to the judgment of the secretary and it was so ordered.

Advocate Makes Report.

Mr. Powers reported that Mr. Hauch and Mr. Connolly had helped get some ads for the **Advocate** and that Sacramento and Alameda had turned in some subscriptions. He advised that he be directed to make a monthly report to the State Board and that he be required to file a bond for $1,000.

This occasioned an interesting and amusing discussion.

The directors all promised to help more and the suggestions were adopted.

National Grocers' Association.

J. W. King of San Francisco thought the State Association should be represented at the convention of the National Association, which convenes in January at Dallas, Tex. He advised that the associations agree to contribute $50 each towards the expenses of sending its president and secretary, providing the associations to which these officers belong should see fit to raise the balance.

Mr. Duncan seconded the motion.

It was carried without a dissenting vote.

Secretary Connolly then suggested that the next meeting be held at San Francisco on Thursday, Dec. 13. After an informal discussion, this was agreed to unanimously.

Having completed its work, the board then adjourned and as guests of the Stockton Grocers' Association, repaired to Madden's, where they refreshed the inner man in various ways.

Department and other stores in this city, which have been advertising "picnic hams" at eight or nine cents a pound and disposing of them by the hundreds of thousands to a ham-loving public, have been forced under the new Meat Inspection law to eliminate the word "ham" from the labels. "Picnic hams," according to an authority, are simply shoulders with most of the meat trimmed off, leaving a bone and a little meat in the shape of a small ham. They are now sold as "picnics," as the new law does not prohibit the trimming process.

F. W. Bean has opened a branch store at Eugene, Ore. Mr. Bean has one of the largest general stores in Mapleton, Ore.

Sussman, Wormser & Co., expect to be in their new and permanent quarters on Spear st. opposite the Sperry Flour Co. by March 1st.

Goldberg, Bowen & Co. report that business has taken on about the same appearance that it occupied before the fire.

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B. (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstoin & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

WHEN TO STOP GIVING CREDIT.

When to stop giving credit to a customer is one of the most serious problems that the country merchant has to face. It is at once productive of more bad accounts and of the loss of more good accounts than any other one item in the list of store management problems that the retailer has to contend with.

The most successful merchants who do a credit business have a distinct understanding with the customer at the beginning of the account. Either the bills are to be paid weekly, monthly or at a certain stipulated time. And they have established an iron clad rule, which is known to be inviolate, that if the accounts are not paid when the customer agrees to pay them the line of credit is cut off.

Of course, there are extraordinary circumstances such as crop failures, deaths, loss of work and things of that nature, where exceptions are made, but even then, great care should be exercised, in the extension of credit, and notes should be taken bearing interest, for the merchant is as much entitled to interest, on the money that he may have tied up in merchandise sold on credit, as is the banker on money that he loans.

Credit is a necessary evil in merchandiseing. Some one merchant in a town may make a go of cash business, but all the merchants of a town cannot do it. There must be some credit business, and the man who engages to give credit must do so under a well established and thoroughly understood system or he will soon find his bills receivable eating up all his profits and wearing a big hole in his reserve capital.

The only rule is to have system, make a personal study of each customer and his ability to pay, be strict and prompt about collections, require notes on overdue accounts and close up those that appear hopeless. It is better to lose a customer and a small amount of money than to lose a large amount of money and the customer to boot.—St. Paul Trade Jurnal.

SPOKANE PROGRESS.

Spokane, Wash., Nov. 17. Capt. John Gray, chairman of a special committee of the city council, announces that the committee is planning to erect a market building 300 by 300 feet, in Spokane the coming year. The city will issue warrants to cover the cost estimated to be about $35,000.

Laws which will make it hard for the professional dead-beat to get ahead of the grocer and the dealer pure food, fair weight and measure will be adopted by the next legislature. Just before election petitions were sent to the legislative candidates by the State Retail Grocers' Protective Association, asking them to support these measures. In every case a reply came in the affirmative.

The legislative committee of the Grocers' State Association, which will probably consist of Lieutenant Governor Coon, president of the Associated Grocers Station, J. J. Higgins, secretary of the state association, and J. H. McDonald, will meet soon to outline the terms of the new laws desired and suggest amendments to existing laws.

The grocers will make a hard fight for what they call an "anti-dead beat law," a measure that will enable them to collect bad debts. This will either be done by the amendment of a new law or amendments to the present garnishment and lien law that will make the extending of credit for the necessaries of life less hazardous.

Fifty thousand dollars will be expended by Greenough Brothers, grocers and provision dealers, in extending their business, notice of an increase in the capital stock from $50,000 to $100,000 being filed in the office of the County Auditor. The members of the firm are T. L. Greenough, J. B. Greenough and W. D. Greenough.

Fred Jurgens, formerly a department manager for Greenough Bros., has purchased the grocery house of Webster and Perry of Spokane and taken possession.

The Rasher-Kingman-Herrin Commission company has just taken over its new warehouse, which is complete in every detail. The structure, which contains 90,000 square feet of space is of brick and stone, two stories high, having a frontage of 70 feet and a depth of 165 feet. The building was constructed with a view to carrying it to five stories. It is equipped with a freight elevator, 10x20 feet, capable of lifting 5,000 pounds. In the basement is a cold storage plant, which enables it to take care of all kinds of perishable provisions. The building was erected at a cost of $25,000.

Tillman & Bendel will erect a two-story building at Broadway and Front streets.

If you want the news of the trade served piping hot, you must read the Advocate regularly. If the paper is left out for less than four weeks a week


An Auto? No!
Peanut and Popcorn Sales
Catalog shows on $5.00 to
$25.00 Outfits on easy terms
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Raisins are high.

Pay more attention to your window.

Keep your eye pealed for the leaks.

Be cheerful—cheerfulness is catching.

Dried peaches and apricots are scarce.

Knowledge and industry is the price of success.

Dusty shelves don't look good to customers.

Don't sell any goods you are afraid to guarantee.

In cold weather blanket your horse while stopping.

Look out for the leaks; they have a way of growing.

New crop sauerkraut is reported to be very good quality.

Don't give the dead beat a moments rest. Keep after 'em.

When your customers are satisfied you have reason to be.

A "thank you" should always be part of every transaction.

Don't forget to get your "guaranty" on all the goods you buy.

Food law questions will keep the trade interested for a time.

There is always room behind the counter for a smiling face.

The rice market is very bullish and prices may go higher any day.

Are you doing your part to make your association all it should be ?

The United States imports about 1,000,000,000 pounds of coffee yearly.

Employ an optimist to sell the goods, a pessimist to keep the books.

A potato crop of 277,000,000 bushels looks like a pretty good sized one for 1906.

Don't argue—stores are not court rooms. What a customer asks for he wants.

When you hear a man say "Do others before they do you," look out for him.

Ability is like any other force—it must be put to work before it produces anything.

Have seasonable goods on hand in plenty time to meet the demands of the trade.

Business all over the State in all lines never was better.—push collections early.

Late advices from Spain report an excited and higher market for Tarragona almonds.

There may be worry in work, but how much more the worry if there were not work ?

This year's crop of Naples walnuts is reported to be very much smaller than that of 1905.

Cable advices from Smyrna report that a further advance has taken place in layer figs.

Utah and Colorado can be counted on for not less than half a million cases of tomatoes.

Remember that the windows of your store are the "keynote" of what there is to be seen inside.

Estimates on the 1906 pack of tomatoes for the country figure on a total of 8,500,00 cases.

Kill off the deadbeats, for they deserve rough treatment. Knock them hard as ever you can.

"Knock and it shall be opened unto thee," was not intended to apply to the chronic knocker.

You know how you would like the salesman to act if you were the customer—that's the way.

The Michigan pack of peaches in cans has been a practical failure. Packers are all sold out.

The total crop of Massachusetts cranberries for 1906, it is reported, will be about 260,000 barrels.

The man who permits of waste of material or labor has overlooked a most vital part of his system.

The Oregon prune crop will not be over 25 to 40 per cent of the early estimate of 40,000,000 pounds.

It pays to tell your customer the

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

goods you keep, reminding them constantly by signs and displays.

These days of prosperity may not continue indefinitely. In time of prosperity prepare for adversity.

Maryland is said to furnish more canned goods, including oysters, than any other five states in the Union.

The storekeeper must always keep in mind the principle of not allowing his customers to make his prices.

In advertising it is well to begin on the basis that men want facts and arguments, and that women want prices.

The Madeira Islands produced 880,000 gallons of wine in 1905, of which 11,660 gallons were shiped to the United States.

The "Advocate" by the year costs less than four cents a copy. As a business proposition can you afford to be without it?

The Treasury Department reports the population of the United States on October 185,014,000 and the circulation per capita was $33.08.

The housewife is on the lookout for good things to eat at Thanksgiving Day. Display your dainties, cranberries, etc., where they will be seen. In the rush of business don't neglect collections.

The cigar counter can be made profitable in many a retail store where it now is simply dragging along, making in reality an unsatisfactory showing in the shape of profits. A little better grade of goods perhaps would help some. A little more pushing surely would.

Many grocers have developed delicatessen departments in their stores. To do this is wise, if the department is kept up properly. The most toothsome and tempting articles of consumption should be searched for assiduously, carefully prepared and artfully displayed.

C. M. Dashiel, secretary of the Tri-States Canners' Association, has announced that the tomato pack for 1906 will be not to exceed 7,000,000 cases, or about equal to that of last year—a very "short packed" year. Others estimate the pack as high as 9,000,000 cans.

Keep you fingers always on the pulse of the grocery market. It's constantly throbbing and often the temperature rises and falls very rapidly. Remember, the merchant who's posted on what's going on has it "on" the competitor who is "too busy" to read a trade paper.

Phoenix, Ariz., advices state that the pear crop of that vicinity is not as large as usual, though the quality seems to be all right. A California fruit house some time ago bought up almost the entire crop at a price much less than the fruit could now be sold for in the local market.

Perhaps you have noticed the nice dark red maraschino cherries, the kind that makes a lemonade or a cocktail look so tempting. They must take a back seat owing to the new national pure food law. They are a cheat and a sham. The color is the product of aniline dye. The good old California cherry will now have its inning.

New goods are coming on the market every day, many of great merit. Be first to introduce them. Push the article. See that its merits are made plain to every patron. Advertise it by handbills, home-made signs, personal effort, even if you have to offer a premium to the boys for making sales.

Clerks should be impressed with the importance of charging every article sold on credit before waiting on another customer. It may sometimes cause a little delay, but better let a customer go once in a while than to lose the price of the goods sold because it cultivates a careless and slipshod habit.

J. R. NEWBERRY BETTER.

J. R. Newberry, the Commercial merchant, has been seriously sick for nearly a month. Nervous prostration from overwork is given as the cause. During the last two or three weeks he has been at a resort outside the city recuperating, and yesterday (Thursday) returned to the city greatly improved. He will probably take up a portion of his work again next week, but is still under the doctor's care.—Commercial Bulletin.

The Secretary of the Iowa State Dairy Commission has sent out notices that hereafter all traffic in rotten eggs must be stopped. It will be a misdemeanor to sell rotten eggs and punishment is by fine or imprisonment.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PRICES UNCHANGED

1 case to 4 cases..... $3.75 10 cases to 24 cases..... $3.65

5 cases to 9 cases..... 3.70 25 cases to 49 cases..... 3.60

50 cases and over..... $3.55

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.

JOHN H. SPOHN CO., Agents, San Francisco, Cal.

Attracting Trade.

WHY TEN CENT STORES ARE SUCCESSFUL.

Did you ever stop to think of that? Why are ten-cent stores successful? Our question indicates that they are. How many have you known to be failures, especially if they were given the least bit of common sense attention? Probably the quickest big money in the retail world has been made out of ten-cent stores, and there is a reason for it. It is this: when a man goes into such a business, he gets his goods out where people can see them. For instance, he has a lot of stuff he can sell for 5c and he crowds it right up into the front pew. He lets people know what they can buy for 5c at this place. There is not a town in the United States where there is a ten-cent store but what the same goods have been kept in other stores and are kept at present, and yet very little money has been made on them. Some fellow comes along and takes the same goods that has been laying around under the counter and in drawers and boxes in the other stores and starts a business on these things alone and he usually succeeds. One reason why the other fellow did not make money on them was because he wanted to be the "I am," and could make more money out of silk dress goods, ladies' cloaks, or something that sold for a great deal more than these 5c and 10c articles.

Let the other fellow learn a lesson from the success of the ten cent store—let him learn to get his goods out where people can see them and then let the people know what he wants for them.

Did you know that ten-cent stores are usually pretty good advertisers? It is our impression that of all the ads. submitted to the Journal for criticism the best ones are those issued by the ten-cent fellows. They usually use a lot of cuts and practically always quote the prices.

Does it not follow that if your neighbor can take the 5c and 10c goods and make money out of them, that you ought to make a little more out of your business when in addition to these articles you have a whole lot of other things?—New York Journal.

An Iowa merchant "lost" a safety key in one of his coffee barrels and offered a reward of $35 for the return of the key. It was not "found" the first week, so the reward was increased as follows: $100 if returned on Monday, and $10 less each day until Saturday, when a reward of $50 was offered, after which the original offer of $35 stood. The "search" lasted three weeks and in the meantime the merchant sold many pounds of coffee to people who had not previously been customers of the store. In introducing some special brand of merchandise the plan ought to work successfully.

GROCERS WILL BANQUET.

Frisco Dealers Decide to Spend Evening at Festal Board.

A meeting of the Associated Retail Grocers was held on Tuesday evening, November 20th, at Native Son's Hall.

Letters from the mills in regard to the question of cartage were read and occasioned considerable dissatisfaction. A committee, consisting of J. W. King, T. Salomon, A. L. Zett, together with Secretary Connolly and President Doyle, was appointed to confer with the millers.

Secretary Connolly reported a number of interesting letters from wholesalers with regard to their attitude to selling goods to consumers.

A communication from the Brooklyn Grocers' Association accompanied by a check of $125 was read and a vote of thanks was extended to the Brooklyn Grocers' Association for their kind assistance.

A letter from National Secretary Gray, expressing pleasure at the growth of the San Francisco Association and the receipt of the per capita tax was read.

It was decided, on motion of J. W. King, to give a banquet in the near future, at which the wives of the members should be allowed to be present.

The chair appointed the following committee with full power to act:

A number of details were disposed of before the meeting adjourned.

The Banana Products Company is endeavoring to establish a coffee, breakfast foods, flour, and other banana products plant in Seattle.

Importers say that it is a difficult matter to buy any kind of shelled almonds in Spain, owing to the unfavorable weather still prevailing there.

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Locally—there was a decline of 10c on Saturday morning, November 17th. It is reliably reported that the Louisiana sugar interests have succeeded in persuading the S. P. Co. to make such a rate on their product as will enable them to enter this market as a competitor with the local refineries. It is said that the new rate takes effect on November 30th. If this is a fact, a sugar war will be precipitated, the like of which this trade has never before seen. Buy sparingly and await developments.

N. Y. November 15th—Willet & Gray report:

"Both raws and refined have remained unchanged during the week. The total stock of European and American shows a decrease of 212,085 tons over the stock of the same date last year. A marked steadiness developed in the general sugar situation, mostly in consequence of the light offerings made."

New York, N. Y., Nov. 13—M. G. Wanzer & Co. report:

"Raw sugar is 1-16c lower. There isn't any panicky feeling or demoralization in the sugar market today, no over-speculation or excessive buying to recover from, and, as regards the outlook for next season, everything points to a good sugar year; a year that schould go along just about as 1906 has progressed in relation to the course of prices. Low figures at the start and a gradual rise in values as raws get to coming in slower and the demand for refined commences to make some impression on the stocks in sight."

MAPLE SUGAR.

East Providence, R. I., Nov. 10.—Huntington Maple Syrup Co. reports:

"Since our last report the prices on Vermont maple sugar and syrup has advanced nearly 50 per cent, the present quotations f. o. b. shipping points being 13 1-2 for sugar and $1,25 a gallon for syrup, with a likelihood of all visible supply being disposed of very soon.

"Canadian sugar is quoted at 10c f. o. b. shipping point. To this must be added 4c duty. It would make the sugar cost about 14 3-4c in New York.'

St. Johnsbury, Vt., Nov. 6—Cary Maple Sugar Co. reports:

"For the first time the Vermont maple sugar crop is absolutely cleaned up, and none is for sale at any price Only a few cars of Canadian maple sugar are left, and in a short time it will be, not a question of price, but of obtaining maple sugar at any price

TEA.

New York, N. Y., Nov. 13.—John P. Brown & Co. report:

"Last Saturday we received a cable stating that green teas had advanced 1c per pound at Shanghai."

COFFEE.

New York, Nov. 15.—Willet & Gray report:

"The visible supply of all kinds of coffee in the United States is about $800,000 bags smaller than a year ago European and American port deliveries during October indicate that values are depressed beyond reason. Next season will bring an adjustment of prices in line with intrinsic merits. The Brazilian authorites are determined to continue the measure for the beter protecton of the coffee industry.

Present prices have been forced so low that they may be regarded as absurd."

New York, Nov. 15.—Henry Goodbody & Co. report:

"Since our report of November 13th the market has been closely declining as a result of the continuation of the enormous receipts in Rio & Santos. The world's visible report for November 1st is nearly 160,000 bags greater than in 1905, although it is nearly one million bags less than the world actually in 1904. No part of the Valorization Law has as yet been enforced by the Brazilion Government. It is feared that the extra export tax which should go into effect on November 15th may prove to be another false promise."

RICE.

New York, Nov. 13th.—Dan Tal-

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS

Importers and Commission Merchants

100 California St.

(Corner Davis)

San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce

Butter, Cheese and Eggs,
Can Be Secured From

MORRIS BROS. & CO.

215-217 DRUMM ST.

mage's Sons' Co. report:

"Market for the week has shown continued activity, the demand being generally distributed. Prices are steady, and assortments are in better shape, although Extra Fancy styles and High Medium are in scanty supply. Japan sorts are scarce, and the lower grades of Domestic of good grain are being taken quite freely to meet the call for "goods at a price."

"Advices from the South note quiet conditions on the Atlantic Coast: enlarged receipts are expected, as clearing and cooler weather is more favorable for threshing. At New Orleans, market is steady—demand keeps pace with offerings. Mills are running on light supply. In the Interior—Southwest Louisian and Texas—offerings are more liberal, and are quickly taken. Recent samples give practical evidence as to the effect of rains and delayed harvest.

"Cables and correspondence from abroad note strong markets."

New Orleans, La., Nov. 10.—S. L Breaux reports:

"The better grades of Honduras are being fully maintained—in fact, I should characterize that character of rice as being stiff. The medium grades of red with the off and damaged rices, of which there was quite a proportion of the latter for a while, due to unfavorable weather conditions during harvesting, are a little easier than they were; but, for all that, they are still being bought greedily for the Porto Rican trade at excellent value.

"Reports that have come to me indicate that stocks of dealers, distributors, wholesale grocers and others throughout the East and West are below par for this time of the year. Therefore, it is reasonable to assume that these people are going to continue in the market, because they can't go on buying from hand to mouth forever, and for that reason present basis of value should contiue to maintain. Some of our people really believe in higher prices, but I am frank to say that I don't, because we are going to have a very heavy movement from now on, the weather throughout the Gulf Coast territory being ideal for gathering the crops. Practically all of it is cut, and quite a proportion of it threshed and in warehouse.

"You must not lose sight of the fact this year, in figuring on the future of the market, that about 25 to 30 per cent of the crop has already been sold without having any appreciable effect upon prices, and this fact has given the farmers a sufficient amount of money to cover all pressing needs, so that they are in a position now to hold on to their stuff and not force it for sale. In my judgment this is going to be a record year for values."

DRIED FRUITS.

Stronger than ever—that is the situation in three words. All lines are up another notch this week. Apples ½ to 1 cent higher, peaches ¼ cent, pears likewise, prunes in certainty. The condition points to an almost cleaned up market in those lines, and points the finger of warning to prunes, the demand for which fruit is already forcing the price up.

PRUNES.

The shortage in supplies of apricots, peaches, pears, etc., should be sufficient warning to grocer to get busy and secure their requirements in this line without further delay. Already the four-size basis shd up to 3 cents, whereas, 60 days ago it was 2½ cents, f. o. b. San Jose in carloads. And the end is not yet. Most of the crop is in the hands of the packers, not enough remaining in the possession of the growers and unsold, to possibly effect the price. The demand for prunes

San Jose, Nov. 13.—A. W. Porter of J. K. Armsby Co. reports:

"Prune growers of California will receive $3,000,000 for their crop this year which is more than double that received for the crop of 1907. The 1908 crop exceeded the 1907 by 100,000,000 pounds. All stocks are practically cleared up. The price might have continued to from the beginning, the average price will be 2½ cents, the average price of 1907 was 2½c."

San Jose, Nov. 17.—A correspondent of the San Jose Chamber reports:

"Prunes are selling at 2½c per pound. It is expected by many that they will soon be sold at 3c."

San Jose, Nov. 15.—The "Herald says:



$65.00

Highest Grade Chart Scale ever made, Capacity 30 lbs.
$65.00

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights — no levers — exact weight and correct money value shown instantly in bold, plain figures.

All sizes - all kinds — liberal discounts — easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

"During the past week the price of prunes in the valley has jumped from 2¼ to 2½ and 2¾ cents and the supply has been so far diminished by the demand that it now seems almost certain that those growers who held back their product will be offered even better prices than these. It is estimated that there are several million pounds remaining in Santa Clara county of which the grocers will benefit by the advance."

New York, Nov. 12.—The movement in prunes, for forward shipment and in transit, which assumed large proportions during the latter half of last week resulted in a marked advance in prices, and the close on Saturday was strong, with the tendency of prices upward under continued demand.

RAISINS.

Things stands still in this line owing to the peculiar position in which many of the packers have found themselves involved. A number of them are unquestionably oversold, and even at the present price basis they will make no sales. They have enough troubles now without taking on more. The market is very strong and high with no posibility of any declines—on the contrary all indications point to higher prices before Christmas. There is nothing to be gained by deferring purchases; on the contrary a loss will be sustained by the grocer so doing.

EVAPORATED APPLES.

New York, N. Y., Nov. 13.—Delmarle Bros., report:

"The market has advanced considerably in the past week. Sales were made on the 12th inst. at 6¾ to 6¾c for Nov. 24th delivery. Today sales have been made at 7c. December apples sold at 6½ to 6⅝c. Dealers are now asking 7c for Nov. 24th and 6¾c for Dec. 24th."

Wolcott, N. Y., Nov. 10.—J. S. Tyrrell reports:

"In November the feeling was that 5c would be about the November price for evaporated apples. Most producers are now holding them for 6c and some even higher."

CURRANTS.

New York, Nov. 9.—Hills Bros., reports:

"Spot stocks of currants are nearly exhausted. Some shipments are expected to arrive from London next week. Small orders for cleaned can be filled on the basis of 9¼c for one pound cartons."

NUTS.

As in all other lines this season, the situation favors the seller and he is charging all the traffic will bear and threatens still higher figures ere the holiday season has passed. Market firm and advancing.

PECANS.

Galveston, Tex., Nov. 5.—The "News" reports:

"The pecan crop of Texas is almost a complete failure this season. An average crop is 600 cars, but this year less than 75 cars will be shipped. The crop in Mexico, which is always inferior to the Texas crop, is also short this year."

HONEY.

Crop conditions make this product maintain a very firm position and no possibility of lower prices should be entertained for a moment in the face of the existing facts.

LIMA BEANS.

San Francisco, Nov. 7.—Adolf Koshland reports:

"Owing to steady shipments it is reasonable to assume by January 1st there will not be much more than 300,000 sacks of lima beans in the state. This should go into consumption before the next crop. In view of this prices will be expected to hold steady at the present level, and possibly to advance higher. Any decline in all likelihood will be only temporary.

"It looks to me now as if prices for large white and pink beans were reasonably low, and I think buyers would be safe in taking a hold of them. Considering the decline that they have been subject to, I believe Bayo beans should also be safe."

EASTERN BEANS.

Chelsea, Mich., Nov. 13.—J. P. Wood reports:

"The general market, which was very brisk through October, has been very quiet this month, and about 5c lower."

Charlotte, Mich., Nov. 10.—S. J. Shepherd Grain & Bean Co., reports:

"Beans are nearer marketed in this vicinity than in years past and with any demand and conditions prevailing the same in bean producing sections, market will rule much firmer."

CANNED GOODS.

This line shows no developments of particular interest this week. The California Fruit Canners' Association put out a revised list of fruits last week, which showed advances in practically every variety quoted, which number was limited. Extra Standard Pears were advanced to $1.75 and Standards to $1.60. The list is all "shot to pieces." Prices are held very firm as might be expected, and further advances will come as the season progresses.

Tomatoes are stronger, prices ranging from 85, 87½ to 90 cents from first hands. This in face of the record crop of the industry. Such a condition may be taken as a very good indication of the prosperity and increased population of the state.

New York, Nov. 6.—Special correspondent of the "Trade" reports:

"The tone is firm on all offerings of canned fruits. Peaches are in light stock from first hands and such lots as are offered are held at higher figures. A fair call is reported for Southern white and yellow seconds and the Baltimore market is reported 2½ to 5 cents higher. Standards are firmer. Very little California stock of any description is obtainable from first hands or on the Coast. Gallon apples are a shade firmer under an active jobbing demand."

CANNED TOMATOES.

Baltimore, Md., Nov. 9.—The "Trade" reports:

"There is a general belief that the market is undersupplied and that it will be difficult to pull through until the next packing season without the appearance of speculative methods. Retailers are supposed to be not supplied to any great extent, and there is not a sufficient supply in the country in the hands of anyone to carry over for the whole demand. No. 3 standards are quoted at 92½; No. 3 seconds at 87½c."

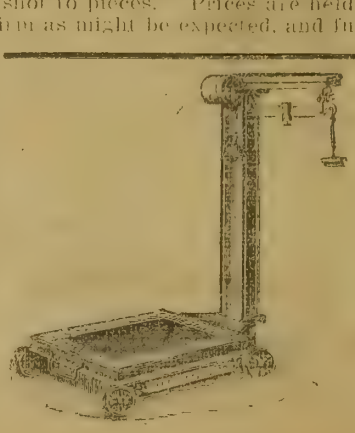
Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2501 Scott Street, San Francisco
Telephone West 1685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION. As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

Baltimore, Md., Nov. 8.—The Weil-Hess Co. reports:

"The packers of Baltimore now have 106,578 cases on hand, as compared with 278,749 cases at the same time last year. These figures show a decrease of 100,000 cases. We feel certain that these figures justify the belief that prices on all grades of tomatoes will advance considerably before the opening of next packing season."

Aberdeen, Md., Nov. 8.—Strasbaugh Silver & Co., report:

"When all the returns are in we believe the total pack in Maryland New Jersey and Delaware, will not be much if anything over 1,000,000 cases, instead of 4,800,000 as originally reported. If follow these three states only half instead of three-fourths of the total pack of the country it would make only 8,000,000 cases packed. Stocks unsold are so exceedingly light that when taken in connection with the great demand for the retailers and consumers, must place tomatoes in an exceedingly strong position before next packing season."

CANNED CORN.

Baltimore, Md., Nov. 9.—The "Trade" reports:

"Corn is in good position because of the extremely light pack of the past season. It is rapidly getting back to its normal value according to kind."

Baltimore, Md., Nov. 8.—Strasbaugh, Silver & Co. report:

"Owing to the continuing pressure to sell certain grades of corn before the term of the year business continues light in this comodity. There will undoubtedly be a tremendous consumption of corn this year, since it is considerably lower in price than other commodities of its class. The demand for certain brands of good quality has increased to such an extent as to cause a material advance in price in these grades. We feel that this will increase very much as the season advances."

CANNED PEAS.

Baltimore, Md., Nov. 9.—The "Trade" reports:

"Peas have been unusually well cleaned up to date, and before the new pack comes on, the market will be entirely bare. Good peas bring good prices and poor peas poor prices. Peas are generally quoted at 95c for full standards; $1.10 to $1.25 for sifted; seconds at 80c to 85c; soaks are offered at 40c to 55c. These all allude to early Junes. Marrowfat standards are quoted at 95c. Extra sifted at $1.45 to $1.60, and petit pois at $1.75 to $2.00.

CANNED SALMON.

Seattle, Wash., Nov. 17.—The "Trade Register" reports:

"English markets are reported quiet with prices firm on call salmon."

New York, Nov. 6.—The special correspondent of the "Trade" [illegible] "Some pack stock [illegible] cleaned up [illegible] actions are pending [illegible] also [illegible] Alaska is ready at [illegible]

AMERICAN SARDINES.

New York, Nov. 13. [illegible] report:

"The activity on the [illegible] has been forced [illegible] scarcity of fish, oil and the [illegible] unsatisfactory conditions [illegible] which has made [illegible] considering the small [illegible] has been possible to put up.

"Some of the packers have [illegible] selling their goods as [illegible] and have no supplies on [illegible] ent. Those packers who [illegible] quantity are only holding [illegible] open subject to [illegible]

CANNED OYSTERS.

Baltimore, Md., Nov. 10. [illegible]

Baltimore, Md., Nov. 10. [illegible]

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

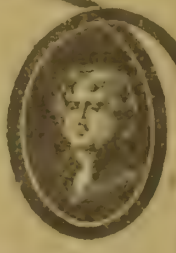
FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop Guessing



Handle the article that you **Know** is **Pure** and **Good.**

Handle the article on which you **are sure** of a **legitimate profit.**

Grogan's Purity Olive Oil [illegible] best [illegible] can be made and the selling price is **strictly** safeguarded.

Costs Less——Pays You More!

Get from your jobber—or send to maker.

CHAS. P. GROGAN, Sole Maker
1741 Albion St., Los Angeles, Cal.

not get raw stock because of scarcity."

FISH.

New York, N. Y., Nov. 11.—Strohmeyer & Arpe Co. report:

Holland Herrings—Market is rather dull and prices in buyer's favor.

Scotch Herrings—Continue scarce, especially large falls.

Irish Mackerel—There is no desirable stock to be had.

Norway Mackerel—High and they will remain high for the rest of the season. Stocks are very firmly held.

Imported Sardines—Prices are very high. French sardines almost unobtainable.

Portuguese Sardines are scarce, there being no fishing now.

Smoked Sardines are getting scarce as the fishing in Norway has been a failure. Some of the best brands are getting quite scarce now. Prices have been advanced.

Sprats—Very scarce; no fishing as yet, but it is hoped that it will start about the middle of next month. Prices will be considerably higher than last season.

HAY.

Somers & Co. report under date of Nov. 20:—

"The choicer grades of hay are rather scarce, with the consequence that extreme figures are occasionally being paid for this line of goods. On some days the medium grades have shown a decided weakness, but on the whole very little change can be noted at the moment. Should cars become plentiful, there will undoubtedly be somewhat of a decline from the present range, but as there is little likelihood of this for some time to come, it may be safely said that the present prices will continue for some time yet."

We quote as follows:

Choice wheat hay	$18.00 to 19.50
Good wheat hay	14.00 to 17.00
Other grades same	10.00 to 13.50
Wheat and Oat	10.00 to 17.00
Tame Oat	9.00 to 15.00
Wild Oat	8.00 to 12.00
Alfalfa	8.00 to 11.00
Stock Hay	6.00 to 8.50
Straw, per bale	.35 to .60

ALPINE WILL HELP.

Oakland, Cal., Nov. 14, 1906.

Mr. Frank B. Connolly, City.

Dear Sir: We beg to acknowledge receipt of your favor of the 29th ult. regarding fixed price of 10c straight on "Alpine." As you are aware, my sympathies are with your association work in getting better prices on not alone our product, but also on others in the grocery business.

We are therefore only too pleased to co-operate with you in helping to establish a line of fixed prices on Alpine Cream. In so doing, we wished to be placed to no disadvantage against other brands in your line of work in this direction, we wish you would make these necessary calculations.

When you are in the vicinity of the office, we wish you would step in, so we could have a talk with you to our mutual advantage.

Awaiting further information from you, and with best wishes, we are,

Yours very truly,
Alpine Evaporated Cream Co.

NATIONAL SECRETARY PLEASED.

Wm. Gray Expresses Satisfaction at Association Progress in San Francisco.

Brooklyn, N. Y., Oct. 17, 1906.

Mr. Frank B. Connolly, Secretary Associated Retail Grocers of S. F.

My Dear Connolly: Your welcome favor of the 8th is at hand, and I inclose you receipt, and add to my congratulation, that the child of eight months has so soon taken up the stature of a man, and is doing men's work. That your growth may correspond with your desires, ambitions and deserts, is my earnest desire.

I want to thank you as well for your action in urging the "Locals" to contribute their per capita. Los Angeles has done so, and I have no doubt others will follow.

In the next number of the Trade Press Bulletin, will appear an article in the form of a letter written by me showing the value of the National Association not only to grocers, but to all retailers, carrying its beneficent influences everywhere.

You are awful plucky in buying the "Advocate," and I feel assured it is a splendid stroke of business. To govern the policy of a paper is a very important thing.

I am obliged to you for the convention issue, and am delighted to read of your having such a successful meeting. **California does not need to blush for the part it is taking in organization work.**

How glad I am to know that at least you have received the check from Brooklyn Association. It would take too long to tell you the whole story.

Now I have one request.

Come to Dallas, and bring a dozen of your good "boys" with you.

With best wishes, Yours sincerely.

William Gray, Secty.

OREGON IN LINE.

Portland, Ore., Nov. 12, 1906.

Mr. Frank B. Connolly, San Francisco Cal.

Dear Sir: Would you kindly send us drafts of proposed measures which your Association is advocating? The following are the ones that we are interested in: Pure Food law conforming with National Law; Weights and measures law; Law for prevention of dishonest advertising; Equitable Process law; Mutual Fire Insurance law.

If you have these handy, we would appreciate it greatly if you would mail us copies for which we inclose postage. With best wishes and personal regards, I beg to remain,

Very respectfully,
Chas. B. Merrick, Secty.

AFTER PEDDLERS.

Chicago, Ill., Nov. 14th, 1906

F. B. Connolly, San Francisco, Cal.

Friend Connolly: Our local association contemplates to pass an ordinance in our city council, compelling retailers and peddlers to sell vegetables and fruits, by weight instead of measure. I am under the impression that you have either a state or city law to that effect.

I am also informed that several coast cities have similar laws. If it is not asking too much, I would appreciate it greatly if you would give me some information as to this question, if possible obtain a copy of the law.

Let me assure you anything you may do in this matter will be greatly appreciated by our association, and by, Yours truly,

Sol. Westerfeld.

P. S.—Give my regards to Stultz Powers and all the boys. Hope to meet you at Dallas.

NOTE.—There is no such law in California.

FOLGER GIVES SUPPORT.

Assures State Association of His Sympathy with Their Work.

State Secretary Connolly recently sent to J. A. Folger & Co. a letter stating that the grocers of Sacramento had suffered through the fact that a

(Continued on page 24.)

U. S. Metal Polish

POLISH
Qts. .....$3.00 per doz.
Pts. ..... 2.00 per doz.
½ Pts. ..... .50 per doz.
PASTE
1 lb. .....$2.00 per doz.
½ lb. .... 1.75 per doz.
3 oz. ..... .50 per doz.

Barkeeper's Friend Powder, gr., $18.00

U. S. METALLIC POLISH PASTE is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 287-16th St., S. F.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

Clerk's Corner.

The Customer With a Grievance.

How to deal with a customer who cherishes a grievance, is a problem that is always recurring to salesmen in every line—and comparatively few have mastered the art of placating the injured one, satisfying him and increasing his trade, and at the same time defending their firm from unfair demands.

This requires as much of the "velvet touch" as it takes to sell goods.

In many cases a complaint from a dissatisfied customer can be turned to good advantage, provided the man who complains has been sincere, but mistaken, in his ground for making it.

The salesman should take a conservative attitude until he has thoroughly investigated the cause of the trouble If he launches immediately into assurances that the customer "must be mistaken," the latter who feels certain for his part that there can be no mistake, considers that insult to his mental powers has been added to whatever injury he has sustained. Besides being angry he then becomes obstinate, and more exorbitant in his demands for reparation. Under these circumstances, unless the salesman can promise to fulfill any reasonable request, he is likely to lose a part or even all of his customer's trade.

In cases where the customer's grievance is purely imaginary, or where it is "faked" because he wants to get the goods off his hands—and these cases are rather more numerous than any others—the salesman should take a firm stand for the rights of the house.

It is poor policy to acquiesce in the customer's complaint when it is groundless, merely through fear of offending him and losing his patronage If he has made a mistake it will be apparent to him sooner or later—at some time when the matter has blown over the salesman can depend upon being able to demonstrate the fact. Then his customer is bound to respect him for the stand he has taken, and will be ready usually to renew their business relation on a more substantial basis than before. But if the salesman weakly sides in with the customer, believing that course is politic, he makes himself liable to criticism both from his house and from his customer, for when the latter finds out as he is practically certain to do, that his claims were unfair, it will appear to him that the salesman is a weakling and the house he represents is poorly managed.

The manner in which some salesmen jump at the conclusion that the complaining customer must always be right and the house wrong, is a reflection either on their loyalty or business judgment.—W. H. Wade, in Salesmanship.

RULES THAT LEAD TO SUCCESS.

First, be at business prompt to time.

Second, always be neat and clean in appearance.

Third, cultivate a habit of being polite on all occasions.

Fourth, do not imagine that your interests are antagonistic to your employer's; it is a common failing and is always fatal to success.

Fifth, always be on the lookout to suggest any improvements in display of goods or general arrangement of shop.

Sixth, never be hasty in manner in dealing with customers who shop late; it is one of the little worries a grocer has to submit to, and a show of willingness does more to prvent a recurrence than anything else.

Seventh, keep yourself well informed on current topics and events.

Eighth, [illegible]

Ninth, [illegible]

Tenth, [illegible]

Eleventh, [illegible]

Twelve, [illegible]

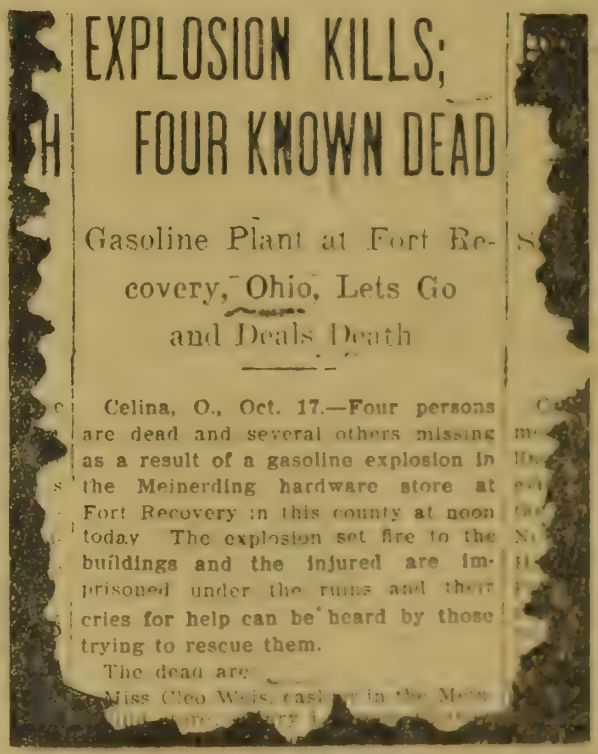
Thirteenth, [illegible]

Fourteenth, [illegible]

Fifteenth, [illegible]

your own.

A Bowser Would Have Saved Four Lives



EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are [illegible]

Are you running this same risk? [illegible] in your store without a Bowser? Write for [illegible] the danger before the explosion. Our Catalog No. [illegible] our gasolene outfits.

Send for it today. Address [illegible] Francisco, California, will receive prompt attention.

S. F. BOWSER & CO., Inc.

Fort Wayne, Indiana

(Continued from page 22.)
few dealers gave trading stamps. The firm of Folger & Co. were requested to fix a retail selling price on their "Golden Gate" products and not allow premiums to be used in connection with them.

The following is their reply:

San Francisco, Nov. 15, 1906.
Mr. F. B. Connolly, Sec't'y., California Retail Grocers and Merchants Assn.

Dear Sir: We beg to acknowledge receipt of your letter of the 13th inst., advising us of the statement made by President A. A. Jost, that cetrain firms in Sacramento are giving trading stamps with our goods Will you ask Mr. Jost to notify us who those parties are. Some time ago we had a complaint of this kind and took the matter with our customer, who stated that he had always considered trading stamps in the light of a cash discount, and that they were not given in any other way, but in view of our request he would discontinue using them with our goods. We think our policy and disposition in this matter is well known, through our newspaper advertisements, many of which read: "No prizes, no coupons no crockery, nothing goes with **Golden Gate** but **Satisfaction.**"

Spices and Extracts.—We have supplied practically all of our trade with cards showing the retail prices of GOLDEN GATE Spices and Extracts and have on file a large number of signed agreements from retailers, from all over the Pacific Coast, that these prices will be maintained. On account of the variation in prices in different localities, it is somewhat difficult to have a fixed retail selling price on all of our commodities, but we have endeavored to fix a minimum price, which will afford the grocers as large a profit as on the goods of any other manufacturer in our line. It affords satisfaction to feel that requests, of the kind contained in this and other communications from your association, are so entirely in harmony with our own policy, which we have consistently pursued for a number of years.

Thanking you for your courtesy, we are, Very truly yours,

J. A. Folger & Co.

TOBACCO.

Rinaldo Bros. & Co. are well settled in their new store at 1641 O'Farrell street. This house, beside its cigar trade has a larger share of the fine cigarette trade.

Ehrman Bros. are keeping an automobile runabout busy nowdays delivering back orders.

Glasser Bros. are having a good run on all popular lines at their recently opened store in the Ferry Exchange at the foot of Market street.

L. A. Sawyer has returned from a trip to Nevada, where he visited the centers of mining activity. He says that the trade of the mining towns is an excellent one.

S. B. Korn, formerly of California street, is putting up a neat little store at the corner of Turk street and Van Ness avenue. Mr. Korn expects to be in the new establishment within a few weeks.

Sam Newmark's only complaint is that his trade is already wearing out the counter. He is located at Tait's cafe, the most exclusive house of the sort in the city, and he finds that he is getting an unusually fine trade, both as to quantity and quality. Not only is transient trade excellent, but he is also getting a steady and growing list of regular customers.

Elkan Gunst, second son of M. A. Gunst, who died here a few days ago of a complication of diseases, was a general favorite with all members of the house, and it has been decided to name the new Gunst building at Front and California streets in his honor. This will be erected at a cost of $400,000, and will be among the finest of the new buildings in the city. It is hoped to have it completed by the end of 1907.

ESCAPE DE FLOOD.

During the recent flood in the Northwest, the "Carnation Cream" factory at Kent, Washington, was threatened. The waters reached within three inches of the floor before they commenced to recede. The factory is in full operation at the present time, the damage being only nominal.

FOR SALE.

Grocery business in growing town near San Francisco.

Stock and fixtures will invoice at about $2,000.00.

Rent $25.00, including five living rooms.

Good chance for any one wanting to buy good business.

Post-offices and papers go with it.

Address **Advocate.**

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.

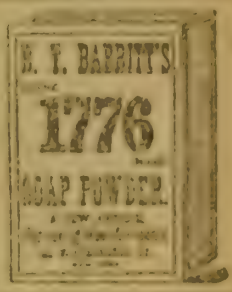


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer, for dipping [illegible], spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

COLONIAL.

An interesting story is strongly depicted by the Bacon Company this week. They are presenting Daniel Sully's great success, "The Parish Priest." The story concerns Father Whalen (Burt Werner) and the love affairs of some of his parishioners. Frank Bacon, as the Hibernian hired man of the village doctor, has a very funny role. Miss Jewell and Mr. Rogers are both very well cast. Next week, "In the Bishop's Carriage" will be presented. This is a play that ordinarily would have gone to the Columbia. It is making a decided hit at the Macdonough theater in Oakland.

CENTRAL THEATRE.

Kolb & Dill still draw big houses to the Central. With "In Paris" they have an exceedingly funny medium that enables them to keep the audience laughing when it isn't enjoying the new songs and the beauty and grace of the numerous chorus girls in their many dances and many different changes of costume. There is something doing every minute.

DAVIS THEATRE.

Lovers of melodrama are having a treat this week. The Ellefords are producing "At Risk of His Life." The story presents a series of startling situations that move rapidly in a geometrical ratio of thrills until the last act, when the good people are rewarded and the villains and villainesses "get theirs." Miss Woodthorpe, as the wicked adventuress, does some remarkably clever work. James Corrigan and the other members of the company are all cast.

THE CHUTES.

Interest never lags in the city's big play ground. It presents interesting features at every turn. The big Orpheum show tends to attract many visitors.

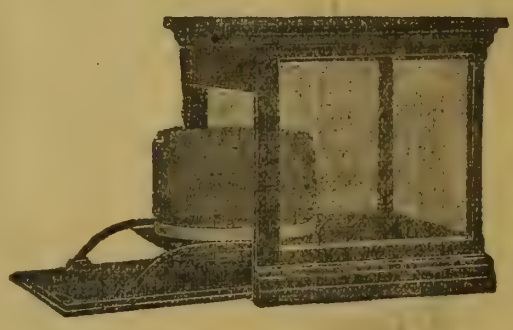
NEW PROCESS FOR SALMON.

Astoria, Ore., Nov. 6—C. B. Trescott, who was interested in the cold-storage business on the Columbia River for a number of years, has decided to engage in a new methods of curing salmon. He has leased the site of the old Columbia cannery and will erect a plant for the purpose of canning smoked, pickled salmon under an entirely new process. The method is a secret one, the same as was true formerly of the sweet pickling process.

A private letter from the Coast declares that all packers are oversold on seedless raisins, including muscatels, Thompson's and sultanas, and adds that how they are going to get the goods with which to fill their contracts is a problem.

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increased sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES
Phone: Private Exchange 448
1235-1267 Battery St. San Francisco, Cal.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$1,000.00

Guarantee of Purity Protects

ALPINE

THE QUALITY

CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.**
That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is
Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE.**
CREAM by our $1,000 **GUARANTEE.**

The Product of Experience

THE ORIGINATOR OF EVAPORATED CREAMS—MR. J. B. MEYENBERG —WHOSE LIFE WORK, FOR NEARLY 25 YEARS PAST, HAS BEEN PERFECTING EVAPORATED CREAMS.

Gives His Personal Supervision

To the Production Of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

J. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA. NOV. 30 1906. VOL. 11, NO. 47.

SAN FRANCISCO, CAL., Nov. 28, 1906.

Mr. Dealer:

All indications point to a big advance in the price of Soap.

"Lenox" Soap is cheap now—would still be cheap if it cost you 50c. more per box.

TODAY'S PRICE IS $3.00 IN LESS THAN 5-BOX LOTS.
2.95 IN 5-BOX LOTS AND UPWARD.
2.90 IN 10-BOX LOTS AND UPWARD.
2.85 IN 25-BOX LOTS AND UPWARD.
2.80 IN 50-BOX LOTS AND UPWARD.

Compare with the price of other Soaps and then take into consideration the fact that "Lenox" outsells all others and is therefore easier for YOU to sell, and besides, remember that Proctor & Gamble stand back of the quality.

Keep Well Stocked Don't forget you may assort "Ivory"—"Lenox"—"P. & G. Naptha," and get the quantity prices on all three.

BUY TODAY THROUGH YOUR JOBBER. DON'T WAIT FOR OUR SALESMAN—HE IS BUSYTAKING ORDERS.

Yours respectfully,

KELLEY-CLARKE COMPANY,

Agents Proctor & Gamble Co.

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH

Mixes with water instantly

Advertised Everywhere



OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brilliant Luster
To Give Dealers a Good Profit

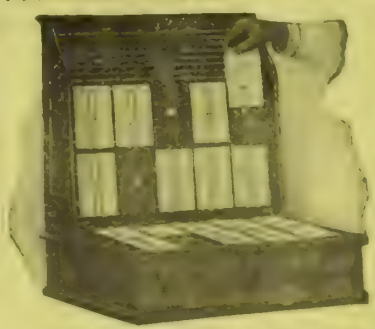
Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free. Sells for $2.10. Profit 40 per cent.

10-Cent size COSTS $2.50, with one-half dozen free. Sells for $4.20. Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

50 Clay Street, San Francisco, Cal.



Money Couldn't Buy His McCaskey Register.

Mr. W. A. Hawley,
San Francisco.

Dear Sir:—You can use [illegible] my Register or I couldn't get another.

My accounts now are **right up to the minute**, and my customers are all **delighted** with the system.

No more saying, "my books are not quite up to date, but this is about what your bill is."

Myself and clerks cannot praise your Register too highly.

With best wishes, I remain, Very truly yours,

A. F. ROBB & CO., Hayward, Calif.

Our Catalog is FREE.

WE CAN SHOW YOU

How this register saved [illegible] and [illegible] will [illegible] you a year.

WM. A. HAWLEY, Pacific Coast Agent.

Phone Franklin [illegible] 1212 Gough St., San Francisco, Calif.

Branch Agencies:—Los Angeles, Portland, Seattle, Spokane.

McCaskey Register Co., Makers, Alliance, Ohio.

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast Co.

THIS SPACE

IS

RESERVED FOR

SCHILLING'S BEST

INDEX TO ADVERTISERS

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb, 50 Clay St.
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

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Nutrito, 859 Franklin, Oakland.

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Lash's Bitters Co., 1721 Mission.

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Foster Bros., Co., Napa, Cal.

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Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
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"Sniders," John H. Spohn Co., Agts.

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American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

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A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

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Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

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Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

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Mutual Extract Co., Alameda.

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Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616

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OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos,

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duffie, Agt., 1482 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 9th and Parker.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 301 Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative, 906 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 408 11th. Phone, Special 274.

WHISKEY

The Rothenberg Co., 7th and Franklin Sts., Oakland.
Wichman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Hass Bros., 100 California St.
Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newmarker & Co., 430-432 5th.

YEAST.

Golden Gate Compressed Yeast Co., Washington and Fillmore Sts.

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WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food Law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and the privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed_____

Address_____

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., NOV. 30, 1906. NOL. 11. No. 47.

THE

RETAIL GROCERS ADVOCATE

Published Every Friday by the
California
Retail Grocers' and Merchants'
Association.
AARON H. POWERS,
Editor and Manager

TEMPORARY OFFICE

San Francisco—1714 Webster Street.

Phone: West 3067

SUBSCRIPTION PRICE:

One Year.....$2.00
Six Months..... 1.00
Single Copies.....10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

RICE—
Local jobbers are all well supplied with new rice bought at high figures. The continuance of high figures in the South indicates that not much relief can be looked for as far as prices are concerned. Many planters report a shortage of over 50 per cent.

DRIED FRUITS—
The demand exceeds the supply and prices continue climbing.

PRUNES—
Are climbing. Goods bought now will look cheaper in 90 days.

DRIED APPLES—
Prices continue climbing.

PEANUTS—
A short crop comes on a bare market this year.

CANNED FRUITS—
Eastern buyers are demanding immediate shipments instead of leaving most of their stock to come in the spring. This indicates a scarcity that means still higher prices.

CANNED OYSTERS—
A half pack and higher prices are predicted.

FISH—
Read the letter of Strohmeyer & Arpe Co. in the "Market Review."

The advance in peanuts is compell-

Each Man Must Help.

What Individuals Can Do Towards Helping Secure Better Laws.

We would ask our readers to carefully study the laws which the State Grocers propose to introduce at the next legislature. A list of them is given on page 4 of this paper.

In several communities the grocers have taken the matter of these laws up with the men who are going to the legislature from their respective cities.

The Grocers Association of Los Angeles has interviewed a number of the members of the legislature, and explained the desirability of the laws we want. In every instance they have been promised the assistance of the men interviewed.

Dealers will be pleased to know that Governor-Elect Gillett, favors a mutual fire insurance law.

The assemblyman-elect from Redding has examined into the laws desired by the state association, and has signified his desire to help in securing their passage.

The **Advocate** would ask any of its readers who know any of the men who go to the legislature this year to request them to study the laws the grocers want, and, if possible, secure from them a promise to help in the passage of the laws. We would ask that they notify this paper or State Secretary Connolly, of any of the answers they may receive from such parties.

Every law asked for by the State Grocers and Merchants Association is fair and proper. The grocers would be the first men to protest against undesirable measures since they would be the first to suffer, should any action be allowed that would be harmful to the public at large.

LEHRKE'S STORE BURNS.

The store of H. Lehrke & Son, at Mariposa and Minnesota Sts., was burned on November 22nd. The fire consumed a large number of buildings in the block. The loss reached $100,000. Pending the rebuilding, the customers of the Lehrke Bros. are being

Richmond Grocers Act.

Unite In Plans For Bettering Trade Conditions In Their Neighborhood

A meeting of the grocers of the Richmond District was held in the store of J. W. King on Thursday evening, Nov. 2nd.

The grocers at this meeting reported that the price card they had decided upon was being maintained throughout the entire neighborhood.

General satisfaction was expressed at the results accomplished.

Suggestions were made of various articles to be added to the list. It was decided to make no additions for some time to come.

The matter of closing at eight o'clock in the evening, and at noon on Sundays was said to have proven successful. There were a few complaints of grocers who had violated their agreement. There were no serious infractions reported, however.

It was reported that many people came to the stores, after hours. This had been expected, however, since it will take several weeks, perhaps several months for the consuming public to realize that the merchants are in earnest about closing.

Holiday Closing.

It was decided to leave the matter of Thanksgiving closing to the judgment of the various members, but that the stores should close at noon on Christmas Day and New Year's Day, the same as on Sunday.

It was decided that all members should be allowed to keep open as late as they pleased from December 15th until after the holidays.

The matter of giving gifts aroused a very general discussion.

Christmas Gifts.

The consensus of opinion expressed at the meeting was that no Christmas gifts should be given.

Mr. King stated, that the Associated Retail Grocers, of which he was a Director, would prepare a card for general distribution, bearing the statement:

NO CHRISTMAS GIFTS

shall be given by any Retail Grocer in San Francisco under the penalty of a fine of $100, by order of the Associated Retail Grocers of San Francisco.

It was decided to hold meetings

STATE PLANS.

Ideas That State Secretary Connolly Will Carry Out.

We print herewith plans proposed by State Secretary Connolly as adopted by the Directors of the State Association:

Legislative Plans.

Secretary Connolly for Mr. Doyle, who is chairman of the Legislative Committee, then presented the following report:

LEGISLATION.

There are several things to consider:
1st—Finances.
2d—Drafting the laws.
3rd—Interesting merchants in towns from which assemblymen and senators have been elected.

FINANCES.

Affiliating Associations:

1. Each local should be asked to appoint a Legislative Committee of three to be responsible for:
(a) Raising Funds.
(b) Carrying out suggestions of the Central Office.

2. The Legislative Committee should appoint sub-committees for different districts, and give each sub-committee a separate subscription blank to be supplied by the Central Office. Each subscription blank should be headed by the amount of dues paid by the affiliating association. Thus:
Sacramento Gro. Ass'n.....$70.00
All business men who would profit by the laws should be asked to subscribe.

3. The money raised should be kept in a separate fund, by the Committee and not in the Treasury, all expenses of raising the fund being paid by the fund.

Individual Members:

1. Send a series of strong letters to the readers of the "Advocate", where there is no association, asking them to pay $3 to the legislation fund—which will also pay their dues to the State Association for a year.

2. Send each man who pays $3 a subscription blank, and urge him to get further subscriptions.

OTHER ORGANIZATIONS SIMILAR TO OURS.

Send them strong letters asking them to contribute to the fund. In each large city there are two or three organizations that can be appealed to.

The letters should explain the laws to be asked for, and tell why we need the money, and state how much we expect from them.

SUBSCRIPTION BLANK.

(We suggest the following.)

.....1906

We desire to assist the **California Retail Grocers and Merchants Association** in attempting to secure the passage of the following laws:

With this in view, we will use any influence we can when called on, and agree to contribute the sums placed against our respective names to assist in defraying the expenses of properly drafting the laws, sending committees to legislature, etc.

Plans for Organization.

Secretary Connolly then read the following report from the Committee on Organization:

ASSOCIATION PROGRESS.

Certain things are essential to secure success in extending organizations:

the purposes of the State Association,

1. We should have a booklet telling and giving its constitution and by-laws.

This is frequenty asked for by retail grocers and will be very essential now. It would cost about $40 to print 1,000 of them; perhaps less.

2. We should have blanks to send each month to all affiliating associations asking for bills.. We should also have books to keep records of these bills. Our former collectors—Hall, Schaertzer, Robertson, are prepared to take charge of all bills, report promptly to members and give us a report each month to print in the Advocate.

1st—List of bills—a Delinquent List.
2d. Names of those for whom collections have been made.

3 We should send a report of each State Directors' meeting each month to all members. This can be done by sending copies of the ADVOCATE containing same to secretaries and individual members.

4. Immediately after the Directors meet ,blanks should be sent all affiliating Associations, asking for certain definite information as to their needs, progress, etc. Stamped envelopes shoud be inclosed for replies. These replies could be printed in the ADVOCATE in the form of communications, and thus be of value to others and increase the interest of members. Secretaries should be made to understand that such matters as should be kept secret, will not be printed in the paper.

A FEW POINTS IN BUYING

The aim of good buying is (1) to select goods that will sell at a profit, (2) to buy them at right prices, and (3) to buy of each item neither more nor less than one's trade requires.

Getting goods at low prices is not even the half of good buying. Many a sharp bargainer has bought himself into bankruptcy.

Goods that will not sell in your store at a proper profit are not well bought, although you own them at jobber's cost.

If to get a low price you are forced overstock yourself, no saving makes it a good purchase.

The only short cut to good buying we know is the habit of comparison.

To give ear to every seller, man or catalogue that comes to you, and your heart strings to none.

When in doubt, to order a small lot each from the several competing houses and make the comparison in your own store where the test is final. Butler Bros' Drummer.

Wichman, Lutgen & Co.

INORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

FRESNO PLANS ACTION.

Secretary Eccleston Will Help Extend the Advantage of Organization To Neighboring Grocers.

The Grocers of Fresno City have a very valuable and extensive organization.

Through their Asosciation the grocers of this city have secured better prices on their leading staples.

They have been able to correct the system by which farmers were able to secure more for their eggs than the grocers sold them for.

They have established a collection bureau and credit rateing system and propose to issue a Delinquent List which will show the names of parties owing grocers bills within a radius of 25 miles of Fresno. As bad pay parties move frequently, a delinquent list containing the names of parties, who do not pay their bills in these various communities will be of great value as a source of warning.

The greatest value of a delinquent list, however, comes from the fact that the dealer is able to secure payment from slow paying debtors, who would not wish to have their names appear among the people who do not pay their bills.

Another advantage possessed by the Fresno Grocers' Association is the fact that they affiliate with the State Grocers Association, and thus can secure the assistance of the grocers in all parts of the State, in securing needed laws at the legislature and in correcting trade abuses, such as wholesalers selling to parties who would otherwise buy from retaiu dealers.

Mr. Eccleston, the Secretary for the Fresno Association, is a very busy man. He has a large store that demands his attention, yet he proposes to make a tour of the grocers in the neighborhood of Fresno, early in December.

It is his idea to give each of these merchants an opportunity of joining the Association and make a county association of the organization.

This action will be a very expensive one for the Fresno Grocers. It will be of more value to the grocers outside, than to the Fresno men. At the same time, the addition of the outside grocers to the Fresno Association will increase its influnce sufficiently to make the exertion and the expenditure worth while.

The grocer who does not subscribe to a good trade paper neglects a source of information likely to prove a costly economy. The well-informed merchant is the successful one.

The highest price of the season on salt mackerel was paid in Gloucester on Nov. 12th, when five barrels of large fish landed from the schooner Hobo sold at $39 a barrel.

ABOUT STANDARD OIL.

The other side of the Standard Oil is being so energetically looked after by the country at large, under the leadership of the Federal Government, that perhaps the uncovering of one or two of the so-called octopus's virtues will be pardoned and not construed as an act of lese majeste.

1. How many people who attack the corporation unembarrassed by knowledge of facts know, for instance, that it is John D Rockefeller's personal wish and command that every clerk and other employe on his payroll be paid 25 per cent more than is paid by any railroad or corporation for similar services?

2. How many people know that the Standard Oil Company has a pension system which costs it $300,000 per annum—a system to which not one of the employes contributes a dollar?

3. How many stop to realize that the company has so treated its 60,000 employes that serious trouble has never arisen?

4. Its ramifications encircle the globe, yet no one has ever found the company guilty of having broken a single contract or failed to meet every obligation.

5. There has been no buying of plants by directors or others interested and unloading them upon the company at millions of profit.

6. There has been no cliques within cliques and there has been no stock jobbery.

7. Competitors, not consumers, have fostered the outcry against the company.

Advices from Norway say that the fat herring fishing has proved to be an entire failure.

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

CALIFORNIA.

Coalinga.—B. J. Byles has started a grocery store.

Garvanza.—J. J. Morton has succeeded Morton & Manor.

Gilroy.—Porcella & McDuffee have dissolved partnership at 43 So. Monterey Street.

Bakersfield.—O. Roux, grocer, at 1127-19th Street, was robbed Nov. 19. $260 in cash was taken from the register.

Los Angeles.—Henry Mange has purchased the grocery formerly owned by C. H. Turner at 856 Central Ave.

Los Angeles.—F. W. Haltmare has purchased L. C. Chick's grocery at 1240 West Jefferson Street.

Los Angeles.—D. W. Prutsman has purchased Charles Marlow's grocery at 2102 Central Ave.

Los Angeles.—C. D. Lewis has purchased M. E. Farley's grocery at 3834 Pasadena Ave.

Los Angeles.—L. C .Prettyman has bought J. Norton's grocery at 1402 Central Ave.

Los Angeles—articles of incorporation have been fieled by the George H. Stoll Co., which is to succeed Geo. H. Stoll & Co., general store at 449 So. Los Angeles St.

Los Angeles—N. M. Durkee has purchased J. Medows grocery at 1717 East St.

Los Angeles—V. L. Geach has purchased F. H. Meadlean's grocery at 1400 Temple St.

Los Angeles—W. B. Osborn has purchased D. W. Prutsman's store at 224 North Vignes St.

Los Angeles—J. D. Searle has purchased M. Rothstein's grocery at 1940 Echo Park Road.

Livermore—Kleinsorg & Raymond grocery store was robbed Nov. 17th; $40 in coin was secured.

Lodi—A. H. McCarty has bought the grocery store formerly owned by Mr. Crose.

Pacific Grove—Sheppa & Baldwin have purchased A. H. Aggeler's grocery at 406 Wood St.

Placerville—J. Richards has purchased the Green Grocery Co.

Porterville—Howeth & Stone have opened a grocery and dry goods store.

San Francisco—Henry Hoffmann, grocer, opened a grocery store at 24th and Howard.

Woodland—F. W. Brendel, grocer, has been attached.

OREGON.

Arleta—The H. & S. Cash Grocery has opened a branch.

Athena—Bell Bros. has succeeded John Bell & Sons.

Sycamore—W. U. Moore has purchased Mrs. L. Blair's grocery store.

Heppner—S. Hughes has succeeded Rhea & Phelps, general merchants.

Portland—Vail Bros. are opening a store.

Toledo—McCaulo & Soule, general merchants, have sold out to Van Cleve.

Hood River—H. Connoway has purchased R. Shelley & Son's general store.

Coquille—C. T. Skeels has purchased a half interest in C. M. Skeel's grocery store.

Portland—Miller & Tonseth have opened a grocery at the corner of East Twentieth and Morrison streets.

Portland—Charles E. Hogenson has opened a grocery store at 369 East Burnside street.

Portland—M. Hochfeld has opened a grocery.

Portland—E. E. Walenstein has started a grocery.

Hopland—L. B. Antrim has filed a petition in bankruptcy.

Elgin—Hug Bros. are going to purchase a new delivery wagon for their increasing trade.

Helix—H. Bayne has opened a grocery store.

Prospect—M. Jesse has started a general store.

Astoria—W. Sanders has purchased the grocery formerly owner by T. E. Roberts.

WASHINGTON.

Colville—Pierce & Campbell, grocers, have dissolved partnership, C. H. Pierce continuing.

Cedonia—C. M. Turner is opening a general merchandise store.

Hoquiam—J. A. Tannahill, general merchant, has purchased the Eastside Grocery Store from H. Labree.

Topenish—Mrs. E. H. Parsons is opening a grocery store and restaurant.

Tenino—W. A. Freeburger, who recently purchased the grocery store of Fred Spencer, will put in a complete stock of general merchandise.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

Mothers! Mothers!! Mothers!!!
Mrs. Winslow's Soothing Syrup
has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH
ROYAL


BAKING
POWDER
Absolutely Pure
HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.
It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

Waitsburg—Leid Johnson Co., general merchants, reported dissolved, L. Johnson selling his interests to his partners.

Spokane—The People's Market & Grocery Co. has incorporated.

Seattle—F. Alps, grocer, died last week.

Tacoma—Clum & Giesler, South Tacoma grocers, have sold their branch store on South Union avenue to John Thompson.

Tacoma—D. Jurich, grocer at Thirtieth and Washington streets, has formed a partnership and organized the Old Town Grocery Co., which is engaging in business at 2420 North Thirtieth street.

Tacoma—The Tacoma Grocery Co. sold opening stocks during the week to the Old Tacoma Grocery Co., Old Town, and H. A. Koeppen, who is starting a grocery store at Elbe.

Sunnyside—Boutell Bros. & Co. have sold their general store.

Vancouver—W. Reed has started a grocery.

Fairfield—Adams & Co., general merchants, have moved into their new store.

Creston—Sumelin & Syria, merchants, have dissolved partnership, C. B. Syria continuing the business.

Seattle—The Rockbottom Grocery has added meats.

Seattle—E. D. Caffe has succeeded Caffe & Rogers, grocers.

Coburg—Drury & Jamigan have purchased Mr. Sackett's general store.

Joseph—The Joseph Mercantile Co. has been incorporated.

Puyallup—L. D. Parker & Co. have purchased Whidden & Mitten's grocery store.

Seattle—J. W. White has opened a grocery store.

South Park—W. C. Allen has started a grocery store.

Spokane—C. C. Richards has opened a grocery store at East Spokane.

Walla Walla—C. A. Andrews has opened a grocery store.

Medical Lake—Enloe-Korte Co. have filed a petition to change the name to the Korte-Jorgensen Co.

IDAHO.

Council—Whiteley Bros. have purchased the business of the Whiteley Mercantile Co.

Atlanta—The Atlanta Mercantile Co. has filed articles of incorporation.

Orofino—Fire destroyed the general store of the White Front Trading Co.

Havard—The town on the W. I. & M. railroad, has been given a post-office. D. J. Whittaker of Whittaker & Steele, general merchants, is postmaster.

Burley—E. J. Bennett & Sons have sold their grocery store.

Oakley—Mr. Worthington is going to renovate his grocery store.

ASSOCIATION NOTES.

Little Rock, Ark.—The Retail Grocers' and Merchants' Association agreed, at a recent meeting, that they would hereafter demand a guarantee from jobbers with all goods they buy that such are in conformity with the national pure food law.

Boston, Mass.—A recent meeting of the Retail Grocers' Association endorsed a petition to the pure food commission of the state asking that all food packages be compelled to show either the net or gross weight of the package, the claim being that short weights were often resorted to as an unfair method of cutting prices.

Monrovia, Cal.—The grocers have again entered an agreement for early closing. On November 1st all groceries will close at six o'clock p. m. each day, except Saturdays, when they will remain open until 9 o'clock.

Oregon—The grocers of this state are preparing to organize a state association and it is expected that it will be completed by the first of the year. Among the objects in view are state food laws and protection from bad debts.

Salamance, N. Y.—A new association has just been organized in this town by Mr. Hovenor.

Youngstown, Ohio—The seventh annual convention of the Retail Grocers' & Butchers' association will be held Dec. 4 and 5.

Nashville, Tenn.—The Retail Grocers' & Butchers' Association is perfecting a credit system that it seems will protect the members as far as human ingenuity can against losses through bad accounts, throwing the deadbeats largely on the non-members.

Alameda, Calif.—The Grocers' Association has forestalled the attempts of trading stamp promoters to re-establish their business in Oakland, Cal., through an agreement generally signed by merchants, not to have anything to do with trading stamps.

Cleveland, Ohio.—The Retail Grocers' Association has decided to hold a mass meeting of all the grocers in the city in the near future, to have the new national pure food law and its possible effects explained by competent authority.

St. Joseph, Mo.—The Retail Grocers', Butchers' & Bakers' Association, at a recent meeting unanimously adopted a resolution, by which the members refuse, after January 1, 1907, to handle premium goods of any kind or description.

Detroit, Mich.—The Retail Grocers will hold their annual convention in this city on February 12, 13 and 14th.

Sherwood & Sherwood have opened their commission and grocery establishment at Pine and Market Sts., their old locations.

BOOK-KEEPING MADE SIMPLE.

McCaskey Account Register Supplies An Ideal System.

Successful grocers always put system in their business. The McCaskey Account Register supplies every want in this line—it is simple, quick and complete. Grocers all over the country are using this register and speak of it in the highest of terms. They find it a great saving in time, labor and temper. Mr. W. A. Hawley is the Pacific Coast Agent. He can be found any day at his office, 1212 Gough St. See ad. on cover page.

Baltimore oyster canners are not in a position to supply any large demand should they be called upon to do so, according to reports from that market, as they cannot get the raw stock for canning purposes because of its scarcity.

PAINLESS DENTISTRY



If your nerves are sensitive and your teeth are delicate, you should surely come to us for your dental work.

Our methods are absolutely painless, and the most nervous person never has any cause for dissatisfaction here.

We employ no operators—every man a skilled and experienced dentist, with a superior knowledge of some particular part of dentistry, and you may depend upon it that your work will be as well done as it is possible to do it, and you will not suffer a bit of pain, either.

Painless silver fillings ..... $ up
Painless gold fillings ..... up
Painless gold crowns, 22k ..... up
Painless porcelain crowns ..... up
Painless bridge work, per tooth ..... up
Full set of teeth ..... up

Open evening till 9—Sundays 9 a. m. to 4 p. m.

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Too Hot at Sixth and Market

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - - Beo. B. Doyle
1st Vice-Pres. - - J. S. Irvine
2nd Vice-Pres. - - J. W. King
Treasurer - - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, Jos. A. Stulz
P. A. Buckley, Gus. F. Lehrke
B. A. Schmidt
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.
Temporary offices, 1714 Webster St. Phone West 3067

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal.
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt
Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

SAN JOSE CELEBRATES.

Grocers Rejoice Over Rejuvenation of Their Association.

San Jose's grocers had a banquet and general celebartion on Thursday evening, at which State Secretary Connolly was the guest of honor.

H. E. Jones, president of the Association, had called an early meeting and the regular business of the organization was quite completed when Mr. Connolly arrived.

The members then marched in a body to "Wheeler's Cafe." President Jones presided as toastmaster and, after a brief talk, introduced D. W. Smythe, who, through a long and trying period, had served as secretary. Mr. Smythe briefly pointed out the value of an association.

J. W. Borchers told of the trials and tribulations of a secretary. W. A. McDonald of the Wemple Grocery Co. and Mr. Rankin, the collector, credit rater and acting secretary of the organization, also talked.

Then State Secretary Connolly was introduced as a man who had done a vast amount of work for the grocers. Mr. Jones told of the results that had followed Mr. Connolly's efforts and of his earnestness in seeking to better trade conditions.

Mr. Connolly spoke at length of the legislative campaign ahead. He pointed out that the San Jose grocers would have to get busy if they expected to secure results. Mr. Connolly told what other associations were doing and explained the value of affiliation with the State and the National organization.

The splendid work the **Advocate** was dwelt on at length. The speaker insisted that every grocer should exert himself to help make the paper a success since it was **his paper.**

Much interest was aroused by Mr. Connolly's explanation of the district organizations in San Francisco, and the results secured through them. An informal talk followed. It was decided to begin preparation on legislative work without delay. There were about 35 grocers in attendance. Among those present were:

H. E. Jones, president; J. W. Borchers, secretary; Mr. Rankin, D. W. Smythe, W. A. McDonald, Home Union Co., J. A. Belloli, Farmers' Union, Mise & Mattinich, Hester Grocery Co., J. F. Cunan & Sons, J. A. Paterson, T. E. Belloli, Conkling Grocery Co., C. Renzel & Son, O'Connell Bros., California Grocery Co., J. Panacra, G. M. Read, A. Stefan, Geo. Lewis, H. W. Conkling, J. M. Conkling, C. T. O'Connell, A. P. Lepesch, J. Foster and State Secretary F. B. Connolly.

WHAT DISCOUNTS BRING.

Have you ever given the matter of discounts your serious consideration? Discounts play an important part in aggregating net profits.

All large department and individual establishments have long since come to recognize in discounts a satisfactory profit. They are the profits there are in many lines of trade. A merchant doing a business of $540,000 received in discount $24,000 in one year. Suppose you did one-tenth of this business wouldn't you welcome the $2,400 discount? Wouldn't it make a desirable addition to your net profits?

There are many merchants who are constantly receiving new goods, and to them the discounts should be and are a very important item. If you fail to take the discounts, you are losing easy money. Go to the bank and borrow the cash. The discounts will more than make it up. It will pay you handsomely to pay interest on a loan, when you use the money to take advantage of the discounts.

When you can neither take the discounts nor pay your bills you pay interest and this will make competition with the catalog retailers or the cash merchant impossible.

In this case, where do you get off?

The man who can use his money and make 5 to 10 per cent on it through discount is getting the best results.—Commercial Bulletin.

BROADWAY GETS GOODS.

Department Store Goes to Heavy Expense to Secure Supplies.

According to the Commercial Bulletin of Los Angeles, the Broadway Department store of that city was forced to go to the length of buying a store, getting fixtures and proceeding to start a new establishment in order to get goods for their grocery department from the wholesale grocers of Los Angeles. This will prove very clearly that the combination of retailers was receiving every consideration from the wholesalers of their city.

In a very flamboyant article, the "Bulletin" announces that Paul Findlay, who had been a successful grocer and was sales manager for Chas. P. Grogan, the olive oil man, resigned that position to determine open a store at Washington and Lucroa street. He bought a $12 000 stock for cash, dividing his orders principally among three wholesalers.

The goods were almost immediately trucked to the Broadway Department store. The new store was closed up. Mr. Findlay took up the position of manager of the Broadway's grocery department.

How thoroughly the better conditions induced by the Grocers' Association prevail in Los Angeles, it is only necessary to note the following paragraph, which we quote:

"Mr. Findlay states that all of the private brands purchased **will be sold at full retail prices**—that the Broadway **is not a cut price store** on any but its own brands. He further hopes that by showing the jobbers that he will respect their prices, he will win their friendship and be able to buy from them direct."

During the month of August 700,000 pounds of canned beef left all export points of the United States, which compares with 5,048,533 pounds during the corresponding month a year ago. Since the beginning of the year up to the end of August the total exports amounted to 29,516,905 pounds, as compared with 48,681,609 pounds during the same months last year. This is said to be the effect of the exposures of the insanitary conditions of packing houses.

Prunes at present prices are regarded as "a good buy" by the best posted men in the dried fruit trade. Prunes are considered the cheapest fruit to go out of California this year. There is an exceptionally large consuming demand, which is more likely to increase than to diminish, because of the scarcity and high cost of other goods.

Los Angeles, Cal.—The Los Angeles Pickle Co. has sold out to the National Vinegar and Pickle Company.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take **steps to have the cutting stopped.**

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

November, 1906.—Monday, the 5th, and Monday, the 19th.

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

NATIONAL CONVENTION.

Grocers Expect Many Delegates at Dallas in January.

Dallas, Tex., Nov. 19.—At the regular meeting of the Dallas Association of Retail Grocers on November 13 there was a report of several committees which have in charge the work of preparation for the entertaining of the National Association on January 22, 23 and 24. The committees are all at work, and it is reported that the people of the city are giving every encouragement to the matter when it is presented to them.

In view of the fact that the pure food law goes into effect on January 1, 1907, especial activity is under way with the committee on the pure food show. This is to be one of the features of the entertainment of the National Association, and it is planned to have the best show of the kind that has ever been held. Manufacturers all over the country and makers of pure food products will be given an opportunity to take space in the large building which will be provided for the purpose. The cost is to be small and all the funds to be obtained in this way will be devoted to the entertainment of the visitors.

The theatrical committee is arranging for the presentation of the extravaganza, "Woes of a Grocer." A company organized and trained by the author and already in good reputation from previous presentations will give the performance for the benefit of the convention.

Simon Clark, of Duluth, has been brought out a candidate for the presidency of the National Association of Retail Grocers, to succeed John A. Green, of Cleveland, who, it is understood, will not stand for re-election. The Minnesota Retail Grocers' and Merchants' Association, of which organization he has served as president, are backing Mr. Clark.

SHERWOOD & SHERWOOD RETURN

Sherwood & Sherwood, who were burned out in the April fire, will return from Oakland to San Francisco and take up quarters near their old location at Pine and Market streets. The firm had been in busines for twenty years at this corner and was one of the most familiar houses of its kind in San Francisco. Large stores not being available at present in the wholesale district of lower Market St., the firm has taken temporary offices for its clerical force at 54 and 56 Pine street. This is the first brick building to be erected in this part of the town since the fire.

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co.) Bay cities price, 1 lb.	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb.	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

GROGAN METHOD QUESTIONED.

Superior Judge Fails to Uphold Manufacturer and Appeal Is Taken.

Chas. P. Grogan, the olive oil maker of Los Angeles, put a retail selling price on his olive oil and then put labels on the bottles and the boxes announcing that the goods were sold subject to their being retailed at the prices named on the labels.

A cutter who secured goods through second parties sold at cut rates. Grogan brought suit.

The judge decided that a manufacturer had the right to maintain the selling price of his goods and to refuse to sell to those who cut, but that the cutter in question, not having agreed to maintain the price fixed by Mr. Grogan, was not legally liable for having offered them at a less figure.

Mr. Paulding, secretary of the Los Angeles Grocers' Association, is quoted by the "Commercial Bulletin" of that city, as saying:

"When the case was first argued before the court, Judge Monroe stated that there was no question about a manufacturer or wholesaler refusing to sell to any party and that **any manufacturer had a right to establish a retail price and maintain that price by contract.**. Yet in the face of these statements his final decision was that Grogan had no ground for a permanent restraining order to prevent a dealer from cutting goods obtained in a roundabout way.

"If a manufacturer has the right to establish a retail price and has a right to refuse his goods to those who will not maintain the retail selling price, how is he going to protect those who do make contracts against those who secure the goods in a roundabout way for the express purpose of cutting them. There is no reason for any dealer to go out of the ordinary channels for his goods unless it is his intent to disturb trade conditions.

"Not only is there lack of harmony in the final decision, but practically every case cited in the briefs filed showed former decisions in favor of manufacturers establishing and maintaining prices. Another decision has just been rendered in the United States District Court in Kentucky granting this right to the manufacturers. The decision is not final by any means and the case will be appealed to the Court of Appeals and a decision rendered."

Mr. Grogan proposes to carry the case to the Supreme Court at once.

PRAISE FOR AMERICAN WINE

We present herewith a translation of a letter written by Dr. Olmo on October 29, 1906 from Rocca d'Arazzo, Italy, announcing high honors bestowed on the wines of the Italian-Swiss Colony at the Milan World's Fair:

"I am pleased to announce to you that the wines of the Italian-Swiss Colony, exhibited at the International Exposition at Milano, were justly appreciated by the Jury of Awards, composed of the most distinguished connoiseurs and wine scientists of Europe, and in consequence, were awarded the Grand Diploma of Honor, which prize, as you are aware, is the highest award that could have been given and is superior to a Gold Medal.

"Such an award is so much the more appreciated and carries with it a greater honor than at first apparent, for, among the members of the Jury, there were some who tried their best to influence the Jury to be very parsimonious in giving out awards to Foreign Exhibitors, who, as producers of wines, come in competition with the Home articles.

"Notwithstanding these unjust and narrowminded suggestions; the result of which, was that the Italian-Swiss Colony wines had to be opened and tried three consecutive times, they were rendered full justice, and, as previously stated, a Grand Diploma of Honor awarded for excellency of quality."

The Detroit Association at its last meeting discussed the effect of the new National pure food law on the retail grocers of the country. The members were urged to demand a guaranty with all goods purchased from now on, so that after the first of January they will not get into trouble through carrying in stock goods which do not conform to the provisions of the law.

Don't fail to look through **The Advocate's** advertising pages. You will always find there some very attractive offerings. All the firms represented are reliable and your correspondence with them will receive courteous attention. Furthermore, they are supporters of **The Advocate** your champion and friend.

The brightest, best and most successful retailers are reading their trade papers, with a view to a brighter day for the retailer in all lines who will keep posted on the incentives to good business methods in the retail trade.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $3.50 to $550.00. On easy terms.

KINGERY MFG. CO.

106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Prunes are firm.

Sell "quality" goods.

All dried fruits are in short supply.

Get after the slow-pay people till they pay.

Inattention on part of clerks drives trade away.

It is reported that open kettle molasses is scarce.

Domestic sardine prices are still tending upward.

Good goods are the best for both the retailer and the customer.

Canned string beans are down on the cards for an advance in price.

The polite clerk, always good humored and willing, is worth good wages.

It ought to be resultful to use a little newspaper space from now till Christmas.

Bins with glass tops furnish a good way to display beans, barley, coffee, and other grains.

The demand for California raisins from the jobbing trade still keeps ahead of the supply.

If you can sell the best it pays you best. A man remembers quality longer than he does price.

Dreaming of fame will not make men great. It is hard work that cuts nitches in the rock of Fame.

The spot currant market is very strong at present. Importers having any are asking higher prices.

The Christmas trade is expected to be very large this year, as times are good and the public has money to spend.

Some of the independent packers of salmon have been storing their goods in expectation of realizing better prices later.

There is a strong market for dried peaches with some packers disposed to hold the small balance of their stock for still higher prices.

Importers say that it is a difficult matter to buy any kind of shelled almonds in Spain, owing to the unfavorable weather still prevailing there.

The catch of herring in Holland has been rather poor of late and prices which have recently declined are not expected to go any lower this season.

According to the Chicago "Canner" reports on the sweet corn pack show a considerable falling off from last year's figures in the heaviest packing states.

Cleanliness is certainly next to Godliness in the grocery store. How would you like to have a clerk with grimy hands fill a sack with crackers for you?

The best men everywhere throughout the Union, engaged in the grocery business as their life work, are sticking to their associations and help to do the work.

Twenty years ago the total ordinary expense of the United States amounted to $242,000,000. This year the post-office appropriation bill carries nearly $200,000,000 alone.

A big holiday trade is expected. Don't overbuy for it and have to carry over too much goods to another season as to really absorbe the profits you should make this year.

Never stop trying to induce the customer who asks for cheap goods to buy good goods. Not only is the profit greater but it goes as far as anything else to hold your trade.

Now is a good time to work on collections, especially old accounts. If you wait till too near the holidays the money that belongs to you may be spent for Christmas things.

The crop of walunts is not as large, by a third, as it was last year, according to conservative estimates. The demand for walnuts is about the same as last year—good and steady.

Every retail grocer should be a food inspector—test quality and resolve never to offer for the consumer's inspection any food products that do not come up to the adopted standlard.

The time for the National Convention is rapidly approaching, and Dallas and all Texas may be depended on to

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

do the right thing by all the visitors and delegates from other States.

Reports from Eastport are to the effect that an early advance in the price of sardines is probable as a result of the continued light run of fish and the scarcity and high cost of oil.

Arguimbau & Ramee say: "There is no abatement to the demand for citron, lemon and orange peel, and as the quantity available is getting reduced an advance is probable soon."

Never run from a policeman or a dog. They'll think you are guilty whether you are or not. Then you are sure to get a clubbing or a bitting, no matter how little you may deserve it.

Honest talk is what counts in your advertising. Don't try to use all the big words in the dictionary in an endeavor to tell the people what you have in your store.

Allow no clerk to make fun of a customer either in the store or after he leaves. The customers may be out of hearing, but somebody else, you can not tell who, will hear it and carry it to him.

Olive oil imported in tin holders of a capacity of five gallons was declared duitable at the rate of 40 cents a gallon in a decision announced this week by the Board of United States General Appraisers.

Every retail grocer should take advantage of as many discounts as possible. In the aggregate, discounts figure as much and even more than other profits, and they amount to the same thing.

If you own a mimeographing outfit, buy two or three hundred postal cards, write an ad on one and reproduce it on the others. The personal effect of this scheme increases its effectiveness.

All the Presidents of the United States at $50,000 annual salaries would only draw $5,000,000 in 100 years of time—just the little pocket change that the drummers of America draw in two days and a half.

The Iowa and Nebraska Wholesale Grocers' Association has taken the initial steps toward establishing a cracker factory to be owned and operated by it, by appointing a committee to investigate the subject.

The Illioins State Food Commission has issued a notice that every food manufacturer, wholesaler and retailer in the state must take immediate steps to label properly all artifically colored food in his possession.

If you hope for the best results plan and systematize your work. This doesn't mean that you ought to use too much time with the smaller details of the store. The littlest things should be done by others, under your supervision. Your own time is worth more when consumed in other and more important work.

Have a blackboard or bulletin board where each morning you can write down the day's bargains. Your customers will soon learn to read this board with as much interest as a broker scans the stock quotation baord in his office.

The Cleveland Retail Grocers' Association has decidede to have a mass meeting of all the grocers in the city next month for the purpose of having the new national pure food law and its possible effects explained by competent authority.

Don't forget to push your collections and make up your mind to do business on a little better basis with the coming of the next year. If you can't sell for cash, have a specified time for payment, with interest on belated accounts.

Do not let the fact that you can not see two dollars return to you for every one paid into your association keep you from helping the association and interesting yourself in its work. It is the good of the whole, rather than that of the individual, to which the association work aims.

The delivery wagons are an advertisement for you, going all over town. If they are clean and attractive, they will make people think your store is too. If they are muddy and falling to pieces, with a miserable, half-starved nag drawing them, they are not much of a recommendation.

It's about time that you were making an effort to collect those old accounts which have been on your books so long they ought to be charged to storage. Why don't you get after those fellows who won't pay their bills? It's a certainty they never will pay up unless you do chase them. Screw up a little courage and start out after them in a really determined way.

GET THE CREAM OF THE BUSINESS

. . . SELL . . .

CARNATION

. . CREAM . .

AND BE

"The Modern Milkman"

PRICES UNCHANGED

1 case to 4 cases.....$3.75 10 cases to 24 cases $3.85

5 cases to 9 cases.....3.70 25 cases to 49 cases 3.60

50 cases and over.....3.55

PACIFIC COAST CONDENSED MILK CO. Seattle, Wash.

JOHN H. SPOHN CO., Agents, San Francisco, Cal.

Attracting Trade.

SCHEMES TO PULL TRADE

Schemes to pull trade are many---it is up to the average storekeeper himself to cull the practical business-building plans from the worthless and use only such as will be reasonably certain to "work" in his particular locality. A trade-pulling scheme which will produce excellent results in a large city will not always work in a country town or village and visa versa. Certain plans will bring a largely increased business to the store of the country merchant, while the same would fail utterly in town. The requirements of the one are entirely, or nearly so, different from the other's. The country general merchandise dealer is after the "farmer trade" principally, while the storekeeper in the city doesn't carry a stock of general merchandise and seeks only to gain the patronage in his immediate neighborhood. Between the two it is a different proposition--the country merchant's problem is one thing, that of the city grocer who desires to increase his business is quite another. The city storekeeper faces keener competition than his country brother, but the task of the latter in building up a business, or even holding his own, (remember the competition of the catalogue mail order house) is equally as difficult. Neither, however, is easy; both in fact are hard, hence it follows that the retail dealer, no matter whether in the city or country, needs to give close study and attention to the various trade pulling plans which come to his notice, in order that he may select the practical schemes which have a fair chance of succeeding, of actually INCREASING the business, from others which are alcertain to result in failure. In other words, it's up to the storekeeper to use his best judgment when considering the adoption of some plan or scheme for increasing the volume of his trade. In describing several plans this week I do not say that all of them will "work like a charm"—all I say for them is that they are trade-getting schemes, and it remains with my readers to judge of their merits before attempting to put any of them into execution.

An Easy Sale Plan.

When trade in the store is slow, advertise (just for a week) that you will give a two-cent stamp with every twenty-five cent purchase. Be sure you make it clear to everybody that the purchase must be at least twenty-five cents— don't give anybody a chance to misunderstand you---and that a purchase amounting to less than this amount will not entitle the purchaser to a stamp, or a forty-nine cent purchase to more than one stamp. You will find that a great deal of interest will be aroused if you will trim your windows with two cent stamps. A few dollars worth will be sufficient to make a good sowing. If you can't have a large cut of an imitation two cent stamp made and placed in the center of the display it will use up considerable room and will prove attractive to many passers-by. The large stamp should be from a foot to a foot and a half across and high in proportion. It is a good idea, too, to have some cuts made, say half a dozen times the size of an ordinary, or genuine two cent stamp, and have these up in your newspaper advertising and circulars announcing the sale. Call it a postage stamp sale. Everybody uses stamps---don't forget that.

Newspaper Subscription Scheme.

A Wisconsin country merchant recently advertised a special sale, an event of the "Grand Opening" kind. He used large, well displayed and nicely printed circulars for announcements and along with every circular sent out enclosed a slip of paper on which was the statement that the slip would be redeemed for a six months subscription to a local paper, with a purchase of one dollar's worth of merchandise. This, I believe, a fine scheme.

A Penny Plan.

Here is a plan that was worked successfully by a western retailer in a small town. In his show window he places a barrel on which was a large pile of pennies. In front of the barrel he put a sign, stating that one penny would be presented to every purchaser of only ten cents worth an so on up to the full amount of any purchase which might be made. The barrel in the window and the pile of pennies on the top proved attractive and a gift of a penny with every ten cents worth sold amounted to but 10 per cent on the sales, which was charged, of course to advertising. It is well, however, to supplement a scheme of this kind with a display ad in the local newspaper announcing what you propose to do.

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

A second decline of 10c was announced last week, but notice was delayed in delivery so that we could not print same.

New York, N. Y., Nov. 28.—An advance of .03c was announced on Nov. 27th in 96 deg. centrifugal raw sugars.

New York, Nov. 22.—Willet & Gray report:

"The price of both raw and refined remained unchanged during the week. The total stock in Enrope and America is 219,838 tons less than at the same time last year. One central began grinding in Cuba this week. Last year the beginning was not made until the second week of December. This is favorable for crop prospects. Many estates say it will be impossible for them to make much, if any, new sugar this season, because of the scarcity of labor. There is an abundance of cane."

COFFEE.

New York, Nov. 27.—Willet & Gray report:

"Official notice has been issued that the sustax of 60c per bag will be collected at Santos, on and after December 1st. It is probable that Rio and Minas will declare the same tax, to commence about January 1st. The amount of available coffee in the world's suply is no larger than a year ago, since 900,000 bags of existing coffee are the property of the Government of Sao Paulo, and are not for sale. Values for the future must conform to the inevitable shortage of supplies. Coffee, on its intrinsic merit, good position, low price, heavy consumption, and dismal prospects of the next season, is worthy of a considerable improvement in values."

RICE.

The receipts of rice during the past week have been heavy. Practically every jobber received from one to two cars. Much of this will go out on "back orders," but there will be a good supply on hand. The receipts of the week were all purchased in the South several weeks ago at high figures, so not much relief in the way of lower figures should be looked for. The market in the South continues to maintain a firm position, and millers claim it will not stay where it is much longer, an advance being down on the cards.

New York, Nov. 20.—Dan Talmage's Sons' Co. report:

"Demand for the week has been steady. Receipts are largely sold in advance of arrival. The scarcity of spot stock past sixty days has caused dealers to enlarge the stream of consignments in this direction, hence assortments in trifle better shape.

"Advices from the South note improved demand on the Atlantic Coast, at full figures. The crop will be less than last year as many planters report a shortage of over fifty per cent. At New Orleans, market is strong; receipts of Rough are light and several of the most active mills have shut down on account of lack of running supply. While values on Cleaned seem full, yet mills claim present prices do not give them a new dollar for the old one expended for Rough and milling expenses.

"Cables and correspondence from abroad note strong markets for all kinds of Rice. Transactions are mainly for spot goods—buyers and sellers alike being averse to operations for future shipment."

Charleston, S. C., Nov. 17.—Samuel G Stoney reports:

Receipts of rough rice have amounted to about 25 per cent of the receipts for the corresponding week of 1905. It seems as though this ratio will continue through the entire season. At the present rate of movement, the milling season will be the shortest since 1894, and the stocks of Carolina rices correspondingly small."

DRIED FRUITS.

The market in this line continues its upward tendency with no indications of a cessation of such movement. The demand is far above the supply and prices accordingly keep climbing.

San Francisco, Cal., Nov. 14.—Castle Bros. report:

"Apricots are about all sold and

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand

HAAS BROS.

WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

peaches cleaning up fast on a basis of 10¾c for choice in 50s. Prunes have advanced from ¼c to ½c per pound and will go higher. Raisins are being bought by the packers at 2¾c per pound advance on opening prices, and no one here is in a position to offer many for sale."

PRUNES.

There have been no changes here since last week, with the exception of the lessening desire of holders to accept offers, however small. 3 cents has been paid for 50-60's F. O. B. San Jose in car loads and we cannot see what is going to stop prunes from going much higher. The crop is out of the control of that very uncertain factor, the grower, and in the hands of packers, most of whom realize the strong statistical position which the fruit occupies, and they are not going to sacrifice anything when they hold the whip hand.

New York, Nov. 22.—The Journal of Commerce says:

"Within the past few days sales aggregating 15 cars have been reported on a 3c f.o.b. basis, for 50-90's inclusive. Several cars of 40-60's inclusive, reported sold on a 3¼c basis."

RAISINS.

Raisins maintain their previously reported strong position. No advances have been reported except in seedless goods, Sultanas of this variety being quoted above 7 cents by first hands and other seedless fruit in proportion. Seeded goods continue to hover around 10 cents for Fancy 16oz goods F. O. B. Fresno and first hands.

New York, Nov. 17.—The market is practically bare of Coast seeded stock. There are very few fancy seeded raisins obtainable. Prices have been forced up to 10¼c for fancy. It seems doubtful if any can be had for immediate delivery below 10c.

EVAPORATED APPLES

Watsonville, Cal.—San Francisco packers have sold so many apples short, that this market has literally been raided of suplies. The price is yet about 1c below what it was at this time last year. The present price ranges from 6½ to 7c. They have crawled up at least 2c since the San Francisco markets became actively interested.

New York, Nov. 20.—Delmarle Bros. report:

"The market for prime evaporated apples continues to advance. We quote Nov. 24th at 7⅛ to 7¼c, Dec. 24th at 7 to 7⅛c, Jan. at 7 and Feb. at 6⅞ to 7c."

Lockport, N. Y., Nov. 16.— W. E. Shaeffer reports:

"The low prices we looked for have not come, but instead they have gone up right along. In fact our market is what might be called crazy."

OLIVES.

San Bernardino, Cal., Nov. 21.—Owing to the crop being short in many sections, the fruit is bringing an exceptionally good price this fall.

HONEY.

New York, Nov. 17.—Hildreth & Segelken reports:

"Prices of evaporated honey are firm, showing an upward tendency, principally for California, which we now quote at 8c per lb. for white; 7 to 7½c for light Amber and 6½c for Amber. The Cuban crop will be late this season on account of the recent cyclone."

PEANUTS.

Waverly, Tenn. Nov. 16.— J. P. Cowen reports:

"We have about two-thirds of a crop of peanuts."

Petersburg, Va., Nov. 17.—Martin & Sons report:

"The crop of Spanish peanuts will be very short. Last year's crop was entirely consumed. We therefore look for a steady and active market. Probably much higher prices."

BEANS.

Sacramento, Cal., Nov. 14.— Wood, Curtis & Co., report:

"Blackeyes are scarce and have advanced sharply, and there has been a very marked advance in the price of limas, the crop having no doubt been manipulated to this end. There are large stocks of limas held on the coast, but they are in very strong hands. Present prices are: Limas, per cwt., $4.25; Lady Washington, per cwt., $2.35; small whites, per cwt., $2.75 to $2.90; pinks per cwt., $2.25 to $2.35; bayos, per cwt., $2.40 to $2.50; kidneys, per cwt., $3.50; cranberries, per cwt., $2.85 to $2.90.



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$65.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

EASTERN BEANS.

Lockport, N. Y., Nov. 16.—W. E. Shaeffer, reports:

"Beans are not coming in, as the roads are so bad it is hardly possible to draw. Growers are not inclined to sell at the present prices."

CANNED GOODS.

"The packing season is nearly over. Two or three plants are still working on squash and apples. While Eastern buyers in former years have shown a desire to accept a goodly proportion of their orders sometime in March or April, this season they are almost unanimous in their cry for immediate shipment. This is a sign of still greater scarcity to come during the first half of 1907, and with consequent higher prices. We think there will be further advances in fruits almost immediately, and we cannot too strongly urge those intersted to secure their requirements without further delay.

The vegetable line maintains a strong position. Tomato packing is practically over. A note of warning sounded by a contemporary in a recent issue impels us to join in the chorus—there have been quite a few thousand cases of tomatoes packed in California this season which will not pass the new Pure Food Law—this law is not effective except in the case of Interstate Commerce— therefore, these goods will be thrown on the California market and probably handed out to the grocery trade as a "good thing" at the price. We hope that our friends will be careful when they buy their cheap tomatoes.

CANNED TOMATOES

New York, Nov. 22.—The "Journal of Commerce" says:

"Advices from the South indicate a continued firm market for full standard 3's. The general f. o. b. quotation is 92½c. While the demand is not heavy, it is strong enough to encourage holders."

Baltimore, Md. Nov. 16—The "Trade" reports:

"Tomatoes made a slight advance during the week, of about 2½c to 5c. Standard 3's are quoted at 90 to 92½c in this market."

Bridgeville, Del., Nov. 16.—H. P. Cannon reports:

"What few tomatoes still remain in packers hands are held firm. I know of no change in prices."

Aberdeen, Md., Nov. 15. — Strasbaugh, Silver & Co., report:

"The present extimated large pack is being seriously questioned. It is the exception to find holders willing to entertain a counter bid, except in the case of a few country packers who have not frost-proof warehouses."

CANNED CORN.

Aberdeen, Md., Nov. 15. — Strasbaugh, Silver & Co. report:

"The hustle to unload non-pure food grades is going on. Low prices are putting this grade of corn into consumption."

CANNED SALMON.

Portland, Ore. Nov. 21.— Charles Corby reports:

"The short pack on the Columbia River or high grade chinooks has accentuated what the last four years has been teaching, namely: That the supply of fancy Columbia River chinooks—or, for that matter, of any grade—is inadequate to the demand. The situation has now resolved itself more into a question of securing sufficient to protect the requirements of the consuming public than that of the disposition of the pack, which was characteristic of the Columbia River salmon market conditions up to 1901. There is now a demand from all over the country for supplies of Columbia River salmon which cannot be provided for. The estimated pack was disposed of within 10 days after prices were announced on April 25th of this year. When this became known, the trade, for the first time in the history of the Columbia River, placed orders for second or standard grade chinooks for virtually the entire pack of the river, thus eliminating for the season of 1906 Columbia River chinooks of both grades mentioned."

Seattle, Wash., Nov. 17. —The "Trade Register" reports:

"English markets are reported quiet with prices firm on all salmon."

New York, Nov. 14.—Special correspondent of the Trade reports:

"A fair inquiry for red Alaska is reported and the market is steady at $1.05 here. Fancy Chinook is scarce and firm."

San Francisco, Nov. 12.—The Griffith, Durney Co., report:

"The demand for salmon of all grades has been larger this year than any year in our experience. It looks very much as though the bulk, if not all of our sockeyes, would be closed out before the end of this year.

"On pink salmon, we believe we control the key to the situation. We hear of very few offerings outside of ours, and are seriously considering the advisability of advancing the price to 82½c. Stocks of pink salmon today are lower than they have ever been in the history of the business, considerably less than they were this time a year ago, and as you will remember, Alaska pink sold as high as 92½c last spring.

"While our packers refuse to sell any more Chums, there is a possibility of our being able to put through orders for a limited quantity at 75c. It is becoming more and more evident that the Eastern trade have not purchased sufficient Alaska red salmon to last them, as we are selling all over the country carload lots daily."

OYSTERS.

New Orleans, La., Nov. 14.—Ahrons-Siebert Co., report:

"The canneries on the gulf are having a very hard time to secure raw stock in sufficient quantity to keep their canneries going. There is going to be, in our opinion, a big shortage in this year's pack, and we look for still higher prices than those of the present time—4-oz., 82½c; 5-oz., 87½c; 8-oz., $1.55; 10-oz., $1.65, all cash less 1½ per cent., f.o.b. Baltimore for shipment during the packing season. Nearly all of the southern packers have now sold up to what they expect to pack, and have withdrawn from the market. We still quote 5-oz. at 90c, 4-oz, 85c, 8-oz, $1.60, 10-oz, $1.70—all cash less 1½ per cent. f.o.b. factory for shipment during the packing season and subject to confirmation."

Aberdeen, Md., Nov. 17.—Foote & Co., report:

"During the last week we have practically withdrawn prices on oysters because the supply cannot keep

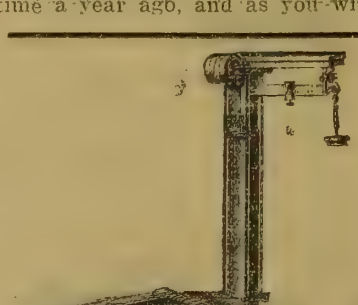
Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 1685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

up with the demand. The prices we name today are not guaranteed. Should a severe winter come on and freeze up the catching beds of the bay, which sometimes happens, packers would be obliged to hold up quotations."

Baltimore, Md., Nov. 16.—The "Trade" reports:

"Oysters continue to advance for raw stock. The following quotations are made: 4-oz, 80c; 8-oz, $1.55; 5-oz, 90c; 10-oz, $1.65."

AMERICAN SARDINES.

New York, Nov. 20.—B. O. Bowers Co. report:

"Few factories remain open and are at work on old contracts that have been delayed owing to scarcity of fish. The few remaining open will close within a short time."

New York, Nov. 20.—Jed Frye & Co, report:

"The American sardine packing season is practically at an end, although several weeks before the usual time of closing. Even those packers who are entirely cleaned up on stock have been unable to continue operations on account of the unfavorable conditions, and scarcity of fish. A canvass of the situation shows that the pack is considerably under 50 per cent of last year."

FISH.

New York, Nov. 22.—Stohmeyer & Cerpe Co. report:

"Holland Herrings.—The market is unchanged. Prices continue in buyer's favor.

Scotch Herrings.—Continue scarce, especially large fulls.

Irish Herrings.—Fishing is over and catch has been very poor. Quality is very fine and prices are going higher.

Norway Herrings. — Fishing has been a failure.

Norway Fat Herrings of large size are unobtainable.

Sloe Herring.—Fishing has been bad. Quality is poor and prices are very high—too high for the quality of the goods.

Imported Sardines.—Situation absolutely unchanged. French are scarce and high. Portugese are also scarce. Small fish are out of the market for the present, and

Sprats are virtually exhausted. New catch should begin about the middle of next month. Prices will be higher next season.

Norway Smoked Sardines are getting scarce. Prices have been advanced for all the good brands. There will not be enough to go around this season.

Swedish Fancy Fat Mackerel are held in just a few very firm hands, who are not willing to part with them except at top prices. In fact, they are not sellers at present, looking for a good demand and full asking prices before long. There are no fine Mackerel except those few Swedish fish which are here now, and they will be all wanted and paid for at very high prices.

HAY.

Somers & Co. report under date of Nov. 27th:

"We find a continuance of the old state of affairs—choice grades in light supply and selling at top prices, medium qualities a little easier, and one or two occasions a car of extra fancy wheat has sold as high as $27.50 and $28.00 per ton, but these prices are exceptional and should hardly be considered as quotations. The local demand continues strong and we are continually hearing of sales being made in the country for home consumption. In spite of the unseasonable weather and lack of rain, our market shows no uneasiness at all, for the situation is still in the hands of

[illegible] the S. P. Company [illegible] the established Dons [illegible] the number of cars [illegible] for the corresponding

[illegible]	[illegible]
[illegible]	[illegible]
[illegible]	[illegible]
Wheat and Oat	[illegible]
Tame Oat	[illegible]
Wild Oat	[illegible]
Alfalfa	[illegible]
Stock Hay	[illegible]
Straw, per bale	[illegible]

Advices from Chicago say that the canned goods situation [illegible] very strong, is attracting [illegible] more attention, and it is expected that there will be a pretty [illegible] of the finer qualities in the spring, while there will probably be no [illegible] stocks of any grade either in [illegible] or second hands.

Get the Best; It Pays.

RICHARDSON BROS.

General Agents

CARY SAFE COMPANY

FIRE AND BURGLAR PROOF SAFES AND VAULTS

131 FIFTH ST., near the Mint SAN FRANCISCO

We have a Stock of Safes on Hand



Stop



Guessing

Handle the article that you **know** is **pure** and **Good.**

Handle the article on which you **are sure** of a **legitimate profit.**

Grogan's Purity Olive Oil is the best that can be made and the selling price is **strictly safeguarded.**

Costs Less——Pays You More!

Get from your jobber—or send to maker.

CHAS. P. GROGAN, Sole Maker

1741 Alboin St., Los Angeles, Cal.

GOOD ADVICE TO FOLLOW

"1. The first requisite is to look cheerful; always greet customers with a pleasing smile.

"2. Don't ask 'Are you waited on?' Remark politely, 'Something you wish, madam?' or 'Can I assist you, madam?' Never address customers as follows: 'Something you want, lady (or gentleman)?' Always address a customer 'madam', or 'sir.'

"3. Don't ask a customer who has purchased one item, 'Is that all?' Such remarks have a tendency to make a purchaser feel cheap, and to think that we are unappreciative. Address such customers: 'Is there anything else you wish?"

"4. Don't allow any person to attract your attention (excepting when we are very busy) until the customer you are serving receives her package and change. Always give the customer a gracious smile, and 'Thank you; please call again.' These attentions are expected by customers and are greatly appreciated by them.

"5. Explain to the best of your ability the merits of the goods, and at all times show your willingness to help the customer to decide on the article that will prove the most satisfactory. When a customer points to an article and asks 'What is that?' don't reply in an abrupt manner, 'Breakfast food,' or 'Biscuits.' Be more explicit and say that it is Consumers Biscuit, at the same time stating the price and other information pertaining to the item referred to.—Ex.

CO-OPERATIVE CEREAL CO.

Seattle, Wash.—The Commericial Co-operative Cereal Co. has been incorporated with a capital stock of $250,000. F. L. Behlow, Anton Schwab and W. D. Beslow are among the stockholders.

STILL SHIPPING TOMATOES.

Our Eastern brother will be interested in the fact that the California Shippers at Fullerton, Cal., are still shipping tomatoes East. They have already sent eighteen carloads.

Advices from Baltimore say: "The fall packing season for cove oysters in this market has opened with about the smallest supply of the raw material available in many years, and the scarcity at the Gulf points has sent to this market a small extent—a wonderful contrast to the old times when Baltimore supplied nearly the world."

There is fear, according to Bee Inspector Bowen, of Fresno, of a great loss in the honey crop of next spring through starvation of bees this winter. In his report to the Board of Supervisors recently Mr. Bowen stated that there is a limited supply of honey to carry the stock of insects through the winter.

QUAKER OATS BRAKS ALL RECORDS.

The manufacturers report that during the six months ending June 30th they made and sold more Quaker Oats than ever before in any similar period. This is remarkable when it is known that the first half of the year is not considered nearly so good for oat products as the last half, but it is not surprising when we consider the wonderful popularity of this product.

There is probably no brand of rolled oats in the world so well known as Quaker Oats, and the fact that the sales have shown great increases from year to year is conclusive proof that it is a sure repeater. Judging from reliable information from the leading jobbing centers, based on the rapidly increasing demand, the sales of this popular cereal during the last half of the year will be 30 to 50 per cent greater than they were during the first six months.

It is now a question as to whether The Quaker Oats Company will be able to fill all orders promptly during the coming months. Notwithstanding the increased milling facilities the unusual demand is likely to require all that the mills can possibly produce. The manufacturers state that there will be many times during the next few months when they will be oversold, and in fairness to the trade have decided to fill orders in rotation—it will be a case of first come, first served.

Eastern brokers strongly advise buyers to cover their wants in gallon and 2-pound apples, foreshadowing a firmer and possibly higher market, especially in gallons.

U. S. Metal Polish

POLISH
Qts. .....$3.00 per doz.
Pts. ..... 2.00 per doz.
½ Pts. ... .90 per doz.

PASTE
1 lb.....$3.00 per doz.
½ lb. .... 1.75 per doz.
3 oz..... .50 per doz.

Barkeeper's Friend Powder, gr., $18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

YOU
Can Address
MORE GROCERS
For
LESS MONEY
Through
THIS SPACE
Than by
Any Other Medium.

Clerk's Corner.

RULES SUCCESSFUL MEN FOLLOW

1. Do not expect to get all you can and give nothing. Do a little more work than is demanded.

2. Be prompt. Show that you have an interest in your work above a desire for an extra half hour late every morning and impress your employer that you are wide awake, with an interest in your work.

3. Do your work well today, you won't have to do any of it over again to-morrow.

4. Be cheerful and willing. A sullen countenance is not pleasant to look upon by either an employer or customer. Remember your pulling power with a customer is one of your assets. The reverse will be your loss. Be courteous. Do not thrust your own troubles and inharmong on those around you. It is a poor investment.

5. Be conscientious. Don't take too much interest in ball games, theatres, parties, etc., or you may find that you have not much time left to give to your work. Don't have a relative die too often. Funerals sometimes grow monotonous to an employer during the baseball season or on matinee afternoons.

6. Do not make the same mistake twice.

7. Do not let your thoughts be always wool gathering if you expect to earn an increase of salary on pay day.

8. Do not shirk your work and be always thinking of the money side of the proposition. Give good value for the money you receive and you will be sure to succeed.

9. Put yourself in your employer's place and figure out what kind of an employe you would hire to get the most out of your business. Then set yourself to try and be that employe.

There is no short, easy road to success, but it is well worth traveling.—Printers' Ink.

THE AMBBITIOUS CLERK.

How easy it is to pick out the ambitious clerk in the store from the one whose sole ambition seems to be to draw his salary at the least expenditure of labor and brain material. The ambitious clerk, the one who will be at the head of the business some day, or else will own his store, does not wait for the customer to locate on the shelves what he wants to buy and then wake up the clerk to sell it to him. Not him. When he sees a customer poke his head through the door the ambitious clerk is Jonny-on-the Spot. He has the customer by the hand, and is asking how the folks are before the customer gets through the door, for, mind you, the ambitious clerk will know all the store's customers and be able to make interesting about the family and things around the farm. He will sell the farmer a much larger bill than the customer had intended buying, and do it in a way that will please the customer and bring him back to the store.

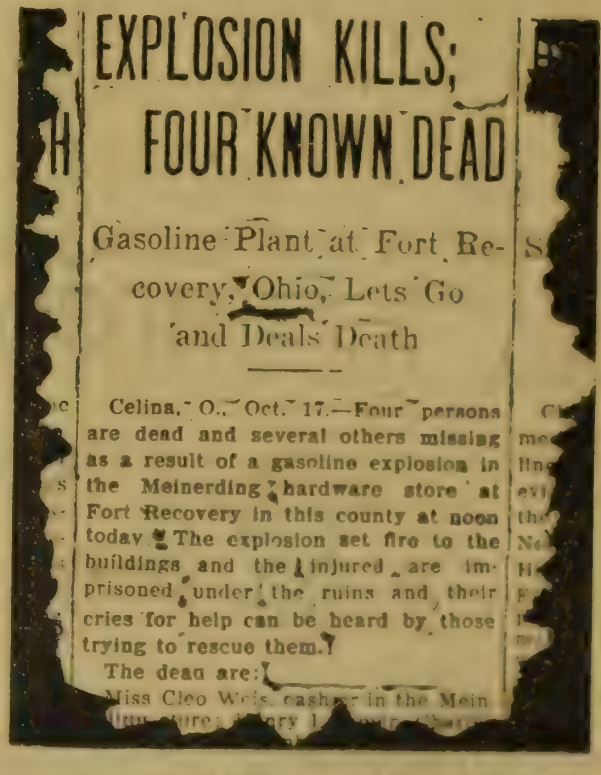
This is only one of the good points of the ambitious clerk. He has many others, and these will be taken up later on. If you are not an ambitious clerk don't be envious. Learn a lesson from him and try to emulate him. The first thing you know you will find it easy to be ambitious, and you will be in the same class yourself. It pays, too. Try it.

The tea gardens of Northern India extend over 500,000 acres, and they produce 190,000,000 pounds of tea per annum at a profit of about $100 an acre.

The telephone trade of a retail grocery store is getting to be a very important matter these days when the telephone is becoming nearly as much a necessity as a luxury. You will never miss out by calling up your customers who have instruments in their residences whenever you have any special offers to make. Your interest in your customer will never lack appreciation.

In their comments on the date situation the Hills Brothers Company say: "The dates this year are of unusually fine quality; Hallowis and Khadraws particularly so; in fact, in all of our experience we ahve never seen a finer crop of Hallowis than the present one. The quality of the Fards this year is all that could be desired."

A Bowser Would Have Saved Four Lives


EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Mein

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our Catalog BB fully explains our gasolene outfits.

Send for it today. A request to P. O. Box 386, San Francisco, California; will receive prompt attention.

S. F. BOWSER & CO., Inc.

Fort Wayne, Indiana

SALMON CONDITIONS.

Eastern Broker Tells of Outlook and Unexpected Developments.

Charles Corby, president of the Corby Commission Company of Minneapolis, says in the "Commercial Bulletin" of that city:

"Prices on Columbia River salmon, as was anticipated, opened 5c a dozen higher on talls and flats and 10c a dozen higher on ½-lbs. than in 1905, while Puget Sound sockeyes opened at an advance of 15c a dozen on ½-lbs. This was attributed to the fact that the pack of 1906 would undoubtedly be the smallest of the four years' cycle commencing with 1905.

"Pinks and chums opened 5c per dozen higher than in 1905. Pinks have since advanced and there is only a limited quantity still unsold at the high prices, which are the highest f. o. b. coast which has obtained since 1900.

Low Grade Plentiful.

"Early in the season it was reported from Alaska that there would be a normal or average pack of what is calculated standard red salmon. But it is freely predicted that there would not be sufficient humpbacks and chums to take care of the consumptive demand, which has been gradually increasing since 1903, when the low prices then prevailing placed them in sections where up to that time they had not been used at all.

"The Alaska season is now over, and the predictions above referred to seem to have been fulfilled. While the total pack of the three fishing districts, namely, western, central and southeastern Alaska, is from 200,000 to 250,000 cases less than in 1905, the shortage falls most heavily upon the lower grades, the effects of which will undoubtedly be felt within the next few months.

Red Alaska in Demand.

"So far as Red Alaska is concerned, while sales in 1905 was enormous on account of the low price which prevailed that season, the consumptive demand seems to have kept apace. While the pack of this grade for 1906 is relatively equal to that of 1905, ther have been sufficient sales made in the domestic market, without taking into consideration the requirements of the United Kingdom, to virtually leave now in the hands of the packers barely sufficient to supply a normal dmand for the next twelve months. This will be more apparent to those interested when it is taken into consideration that the United Kingdom has not yet provided for its supplies and will require, under normal conditions, for the season 1906-07 about 1,250,000 cases of standard red Alaska salmon, of which it is estimated that they have on hand now only about 600,000 cases. These figures demonstrate that for the season of 1905-6 about 1,251,859 cases of standard red Alaska salmon were distributed in the United Kingdom for the twelve months ending Sept. 30 last, and it is estimated that new supplies will be required for between 600,000 and 750,000 cases to carry the English market through the season of 1906-07.

Sockeyes a Disappointment.

"In British Columbia, with the exception possibly of the Skeena river, the pack of sockeyes was disappointing. So far as the Frazer river is concerned, it was practically a failure. Hence, it is expected that in order to protect the requirements of the export trade, red Alaska salmon will be heavily drawn upon for the balance of the season.

The pack of humpbacks and cohoes in British Columbia has been so small that prices have advanced very materially on the two grades since they were opened in July last, and cohoes have been purchased on Puget Sound to take care of orders from the Canadian trade for this grade."

Referring to the pressure to sell corn containing saccharin, or in other way liable to be objectionable when the National Pure Food law is operative, the "American Grocer" says: "If it is sold in the state where packed it cannot come under the jurisdiction of the United States law; only the state law. It would seem only equity to permit packers to dispose of corn likely to be declared illegal, provided the label states that it contains a bleaching agent, saccharin or added starch. The ruling as to the use of saccharin has not been made, and it may be its use will be permitted under restriction as to quantity; and that publicity be given the fact on the label."

Only Absolutely Self Cleansing

MILL IN THE WORLD.

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



Royal Electric Mills

Equipped with Cutters

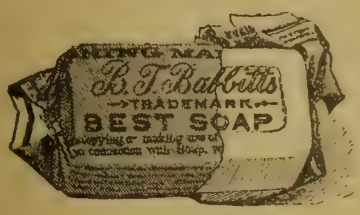
Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . (CUT the Coffee NOT Grind it. . .

BABBITT'S BRANDS.



B. T. Babbitt's Concentrated Lye,

The really soap maker's powerful [illegible] an excellent fertilizer for [illegible] trees, etc.

Manufactured by

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS' ADVOCATE

1714 Webster St.,
San Francisco, California

AMUSEMENTS.

COLONIAL THEATRE.

It was quite like old times at the Colonial this week. All the old Columbia crowd was out paying $2.00 for the best seats. The lack of a gallery was the only great difference. "In the Bishop's Carriage" is an extremely interesting dramatization of the successful novel of that name written by Miriam Michelson. Jessie Busley, in the leading role, is wonderfully effective. The company is a strong one in all its parts. The play continues all week.

DAVIS THEATRE.

Thrill after thrill is handed out at the Davis this week, where James Corrigan as "A Ragged Hero," keeps the house excited while the hero wins his way to success and his sweetheart in spite of scheming villains. There are numerous realistic situations that win thunders of applause from the large and appreciative audiences.

CENTRAL THEATRE.

Kolb & Dill are still "In Paris." They have introduced a number of new and interesting features. The pretty girls of the chorus, the catchy songs, the fetching costumes, the graceful dances and the fancy gags all help in the success of the show.

CHUTES.

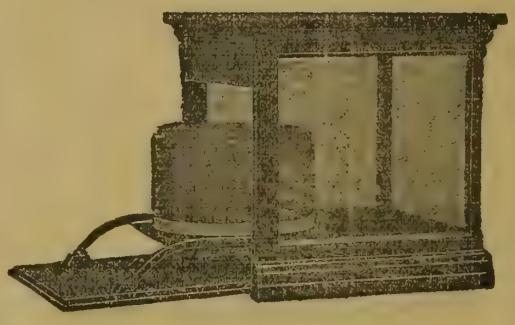
The crowds still throng to the "Day in the Alps" at the Chutes. The charms of the Zoo, the funny mirrors, the swing, the scenic railway and the numerous other attractions never seem to pall. The Orpheum show at the big theatre is unusually good and draws the usual big audiences every night.

According to the statistics gathered by a trade magazine, the United States spent during 1905 $222,000,000 for non-alcoholic drinks and $1,324,000,000 for alcoholic drinks. The figures, apportioned to the various classes, are: For cocoa, $8,000,000; for tea, $52,000,000; for coffee, $162,000,000; for wines $96,000,000; for whiskey, $457,000,000, and for beer, $771,000,000. The quantities consumed are estimated to be, in millions of gallons: Coffee, 1,652; beer, 1,538; tea, 600; spirits and wines, 135. The total consumption of these liquids was about 4,000,000,000 gallons.

A window display of coffee and teas is a good advertisement. In making such a display some effort should be made to produce novel effects, at the same time showing up the goods in such a way as will make them appear of good quality. It will be found a good plan to label each sample with its proper name. This will increase the people's interest in the goods.

What? Only 50 cts. for the Automatic Cheese Cabinet!





"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increaseed sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 604 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.
SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 418

1235-1267 Battery St. San Francisco, Cal.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

IF A CUSTOMER

asks for

HAND SAPOLIO

and you can not supply it, will he not consider you behind the times?

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$1,000.00

Guarantee of Purity Protects

ALPINE
THE QUALITY
CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.**
That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is
Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE.**
CREAM by our $1,000 **GUARANTEE.**

The Product of Experience

THE ORIGINATOR OF EVAPORATED CREAMS—MR. J. B. MEYENBERG —WHOSE LIFE WORK, FOR NEARLY 25 YEARS PAST, HAS BEEN PERFECTING EVAPORATED CREAMS.

Gives His Personal Supervision

To the Production Of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, DEC 7, 1906. VOL. II, NO 48



Speed! Simplicity! Accuracy! Economy! Convenience!

It is a ONE WRITING SYSTEM.....SPEED.
It Compels your Clerks to be Careful.....ACCURACY.
It's EASY to Operate .....SIMPLICITY.
It SAVES HOURS of LABOR.....ECONOMY.
Slips Easily and Quickly Filed.....CONVENIENCE.
It PREVENTS Mistakes.....TIME SAVER.
It AVOIDS Disputes .....Makes Business a Pleasure.
It is a COLLECTOR .....SAVES your Discounts.
It Pleases your Customers.....A Trade Winner.
It takes care of EVERY Detail of your Business.

THE McCASKEY REGISTER CO., Alliance, O.

Drop us a Postal for our FREE Catalog.

Mfgrs. of the Celebrated Multiplex Duplicating Carbon Back Pads; also various styles of Single Carbon and Folding Pads.

Wm. A. Hawley, 1212 Gough St., San Francisco, Pacific Coast Agent.
Agencies in all Principal Cities.

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH



Mixes with water instantly

Advertised Everywhere

OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
50 Clay Street, San Francisco, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

M. J. B. COFFEE

Is now being distributed as heretofore

WHY?

M. J. BRANDENSTEIN & CO.

Mission, near Spear St., San Francisco.



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast Co.

To Think about a Fact Raises It.

We are thinking about the Grocery Business all the time.

Yours truly,

A. SCHILLING & COMPANY

INDEX TO ADVERTISERS

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb, 50 Clay St.
W. A. Hawley, 2126 Blake St., Berkeley.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita.
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros., Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COCOANUT.

Franklin Baker Co., John H. Spohn Co., Agents.

COFFEE, TEA, ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 26 Stewart St.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Leidesdorf and Montgomery, Phone Temporary [illegible]
Globe Grain & Milling Co., Clay and Montgomery, Phone, West [illegible]

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 121 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2571 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson [illegible]

SCALES.

"Money Weigh," John J. Duffie, Agt., 1182 Market.

SOAPS.

[illegible] J. P. [illegible]
Babbitt [illegible] B. J. [illegible] & Co.
[illegible] 41 Clay St.
Cudahy Pack[illegible] St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Lang Syrup Refining Co., 8th and [illegible]

TEA AND COFFEE BAGS (Air Tight).

[illegible]

TOBACCO.

American Tobacco Co., J. M. Gamble [illegible]
Oakland

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
[illegible] & Vinegar Works, Oakland

WHISKEY

The [illegible] Co., 414 and Franklin [illegible]
Wichman, Lietgen & Co., Everett and [illegible]

WOODENWARE.

Harry Dunn Co., [illegible] St.

WHOLESALE GROCERS.

[illegible]
[illegible] Jones & Co., [illegible]
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 5th.

YEAST.

[illegible]

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Remember---The National Pure Food law

Goes into effect January 1st.

For Prompt Delivery "California Home Brand"

PICKLES

Gauge and Count Guaranteed

"California Home Brand" CATSUP

Free from Artificial Coloring or Filler

"California Home Brand" Products are **Guaranteed** to comply with the requirements of **All Pure Food Laws.**

Pacific Vinegar and Pickle Works

General Office, 161 Sacramento St., San Francisco, Cal.

OTHER SOAPS HAVE ADVANCED.

SAN FRANCISCO, CAL., Nov. 28, 1906.

Mr. Dealer:

All indications point to a big advance in the price of Soap.

"Lenox" Soap is cheap now—would still be cheap if it cost you 50c. more per box.

TODAY'S PRICE IS $3.00 IN LESS THAN 5-BOX LOTS.
2.95 IN 5-BOX LOTS AND UPWARD.
2.90 IN 10-BOX LOTS AND UPWARD.
2.85 IN 25-BOX LOTS AND UPWARD.
2.80 IN 50-BOX LOTS AND UPWARD.

Compare with the price of other Soaps and then take into consideration the fact that "Lenox" outsells all others and is therefore easier for YOU to sell, and besides, remember that Proctor & Gamble stand back of the quality.

Keep Well Stocked Don't forget you may assort "Ivory"—"Lenox"—"P. & G Naptha," and get the quantity prices on all three.

BUY TODAY THROUGH YOUR JOBBER. DON'T WAIT FOR OUR SALESMAN—HE IS BUSYTAKING ORDERS.

Yours respectfully,

KELLEY-CLARKE COMPANY,

Agents Proctor & Gamble Co.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., DEC. 7, 1906. VOL. 11. NO. 48.

THE

RETAIL GROCERS ADVOCATE

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AARON H. POWERS,
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Six Months.....1.00
Single Copies.....10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

IVORY SOAP—

All other similar soaps have advanced at least 50 cents per case. All materials used in making soaps are higher. An advance is probable any time. See ad. page 4.

PICKLES—

Bulk pickles are very firm with a demand greater than the supply.

CATSUP—

The pure food law has made the production of much cheap catsup impossible. The market is firm for bulk goods with a large demand.

DRIED PEACHES—

A sharp advance was recorded this week, with more to come.

PRUNES—

Prices are climbing slowly but surely.

ALMONDS—

Stocks are very scarce and further advances are freely predicted.

CANNED SALMON—

The canning season on the Columbia river closed on Nov. 15th. The Columbia River Packers' Association states that about 1-6 the anticipated catch was secured.

EASTERN CODFISH—

The catch has been steadily diminishing. That of 1906 was 4,700,000 lbs. less than that of 1902.

MERCHANTS MUST UNITE.

Joint Action Necessary If Recognition Is Expected.

For nearly a generation no legislation was made in California to benefit retail merchants.

The spell was broken when the **Advocate** helped the Grocers Association of San Francisco organize the State Grocers and Merchants' Association. Then the merchants received recognition of their requests.

Three laws were secured from the legislature of 1903, when L. Warnke of Alameda was secretary of the State Association. One of these—the Mutual Fire Insurance Law—was vetoed by Gov. Pardee. Another—allowing the attachment of the wages of public officials has stood the merchants of California in good stead ever since.

At the session of 1905, three laws were secured. One made it possible to attach the separate property of the wife she had acquired after marriage for bills for the neccesaries of life contracted while the two were living together. Another made trading stamps illegal. This was found to be unconstitutional when the Association carried it to the Supreme Court.

A third, which made a payment renew an account, was vetoed by Gov. Pardee.

These laws were secured only by **hard work.**

They could not have been secured at all, if grocers **all over the State** had not joined in asking for them.

They could not have been secured, had not many merchants shared the expense.

On another page, the State Association tells the laws it will ask for next year.

Read that list carefully.

It affects **you.**

Do you want them ? Are you willing to help get them ?

If you are, write to F. B. Connolly, Secretary of the California Retail Grocers and Merchants' Association, 1714 Webster St., San Francisco, Cal.

SELLS FIVE YEARS CROPS.

According to advices from San Luis Obispo, H. Mehlman, who recently started growing English walnuts, has signed a contract with the Oregon Nursery Co., of Salem, Ore., to sell all his crop for the next five years at 20c per pounds.

WONDERFUL PROGRESS.

San Francisco a Center of Busy Industry and Remarkable Growth

In four days, nearly $500,000,000 worth of property was destroyed in San Francisco.

Think of it.

If any large city should be afflicted with a million dollar fire every day, consecutively, for nearly a year and a half, think of the disorganized condition labor and the building materials business would be in.

Yet, San Francisco suffered such a loss in four days and, under the circumstances, the condition of labor and materials is in remarkably good condition.

Miracles Being Wrought.

The city government has wrought miracles in helping clear away the wreckage.

Marvels have been performed in the way of expediting the work of rebuilding.

This has had to be handled with great care, since many fireproof buildings had to be pe[illegible] and at the same time, the safety of nearby property had to be guarded.

That this discretion has been used wisely, the results show.

That it has been used honestly, is shown by the fact that not a single bit of graft in this respect **has been proven** although the newspapers have loudly joined in charges of dishonesty and a fund of $[illegible] has been spent like water on private detectives and special prosecutors in order to try and make evidence that will stick.

Sample Newspaper Story.

All the papers told in glaring type that Schmitz had stolen some fund. That President Roosevelt was investigating him. That he had [illegible] stolen hundreds of thousands of remittances.

Now comes James D. Phelan, ex-Mayor and sworn enemy of Schmitz who explains: "The trouble was about a Wells Fargo package of $[illegible] that disappeared. Schmitz never received it and so could not have given it to the Relief Fund. Every dollar received by Mayor Schmitz was turned over. Records of the [illegible] office and express office show this."

The newspapers made no attempt to make amends for their error.

They are continuing in this reckless policy.

(Continued on page 7.)

WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and the privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed_____

Address_____

WONDERFUL PROGRESS.

(Continued from page 5.

The papers have declared that business was paralyzed and business men dared not begin to build for fear of being held up by the administration.

Figures Prove Truth.

The California Promotion Committee, whose managers are unfriendly to Mayor Schmitz, some for political reasons and some because they dislike the idea of municipal ownership endangering the stability of securities they hold, has issued the following statement—taken from the records:

Banks of all classes report heavy business with greatly increased deposits, showing a healthy and prosperous condition of commercial interests. Large loans are being made on real estate for the purpose of rebuilding thereon.

Reports of commercial agencies show that business conditions are excellent, with all firms on a substantial footing.

The following summary shows conditions in San Francisco in November:

Building permits issued, 1,090. Value, $7,228,692.

Permits for permanent buildings, 674.

Permits for permanent buildings since the fire ,2,686.

Building contracts recorded, 348. Value, $2,453,467.

Real estate transfers recorded, 940. Value, $4,750,000.

Bank clearings, $224,939,657.75. Nov., 1905, $183,764,895.41.

Per cent increase, 22.40.

Los Angeles clearings, $56,599,391.48.

Oakland clearings, $13,711,986.66.

Postal receipts, $136,504.86. In 1905, $151,307.05.

Customs receipts, $851,816.77. In 1905, $580,039.81.

Emergency Enhances Values.

Both labor and building materials have been high because, for every man and every bit of material, there have been five bidders who had **emergency work to do.** They had goods to house or temporary offices to construct and this work **had to be done regardless of cost.**

This work is being finished now and the work of up-building is progressing as fast as circumstances will permit.

If there were house room for 25,000 more laborers, they could find work.

If more material could be found, it would be used.

In the mean time, the papers of San Francisco are shaming this city before the world with wild canards and stories of graft and crime that are not true and will never be proven.

AGAIN IN BUSINESS.

C. J. Nimmer, Past President of Retail Grocers' Ass'n., Buys Store.

Chas. Nimmer was formerly in the grocery business at Buena Vista and College streets. While in business at his old stand he was one of the most prominent members of the Association, having held the position of president and served as chairman of the picnic on one or two occasions. Mr. Nimmer has bought out Green & Hooks of Garvanza. All will welcome him back in the grocery business.—Merchants Report.

KEEP BETTER GOODS.

Best Way of Competing With Price Cutters.

Imitation of the cut-price grocers' methods seldom bring success to the imitator. The cut-price stores thrives not so much because its prices are cheap as upon its reputation for cheapness. Take away the reputation for low prices and the force of the competition loses its effect, says "Philadelphia Grocers' Review."

The remedy for this sort of competition is to keep better goods, selling them at a fair price and giving the consumer better service.

A clean, well-ordered, well-lighted, attractive store with the personal attention of the proprietor should be an offset against the cutters competition.

One trouble with the ordinary retailer is that he neglects the appearance of his store, and instead of bright new fixtures he keeps on using the old style kind that keeps his store looking dingy and in striking contrast to his cut-price competitor.

Too many grocers neglect service; people expect good service and are willing to pay for it.

Following the cutters' methods won't win trade for the ordinary grocer; the class of trade that frequents the cut-price stores will not patronize you under the same conditions; neither will your class of trade desert you for the cutter. The two classes of trade are diametrically opposed and the quicker this is realized the more successful you will be.

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

COAST NEWS.

CALIFORNIA.

Fresno—The board of supervisors have issued a call for bids for groceries and meats to be used during the coming year at the hospital, almshouse and jail.

Los Angeles—Cole & Brown have purchased J. M. Reid's grocery at 1576 W. Pico St.

Los Angeles—F. W. Fox has purchased Gus Gaisser's grocery store, located at 1241 W. 2nd St.

Centerville—The general merchandise store conducted by Hawes & Dusterberry was robbed Nov. 23. The postoffice next door suffered to the extent of $600 in stamps and $400 in gold. Mr. Hawes did not know the extent of his loss at this writing.

Los Angeles—Mrs. F. J. Bradley has purchased S. C. Bolling's grocery at 1900 W 1st St.

Los Angeles—E. S. Smith has bought the grocery store formerly owned by Geo. Wentzel, 1421 E. 12th St.

Los Angeles—F. E. Bangs has purchased Schreiber & Co.'s grocery at 333 W. 4th St.

Los Angeles—A. Zepeda has purchased A. Steinfeld's grocery at 800 Aliso St.

Modesto—Leland Young has purchased a half interest in the firm of Groves & Chase. Mr. Groves, senior partner, retiring.

Placerville—James Richards has bought the grocery business operated by the W. A. Green Company, on the corner of Main and Coloma streets.

Ocean Park—A. F. Southwick has purchased the People's Grocery Co. at 1015 Main St.

Santa Ana—Thompson Bros. have purchased J. H. Halverson's grocery at 306 E. 4th St.

San Mateo—Levy Bros. have purchased a motor delivery car, to be run in connection with their grocery store. It has a capacity of two tons and has proven itself a great success.

Stockton—Rossi Bros. are contemplating expending $10,000 in the erection of a modern two-story building on the corner of Van Buren and Poplar Sts. The ground floor will accommodate a grocery.

San Luis Obispo—Mr. Watson, proprietor of the grocery store at the corner of Gardner and Marsh Sts., recently reported ill, has taken a trip to Pasadena for his health. In his absence Mrs. Watson will run the store.

OREGON.

Coquille—C. T. Sheels has bought a half interest in C. M. Sheels' general store.

Corvallis—W. W. Ireland has sold his stock of groceries to T. A. Boulden.

Enterprise—W. T. Hislop has bought W. J. Funk's interest in W. J. Funk & Co.'s general store.

Marshfield—Mrs. A. M. Prentiss has started a racket store.

Medford—Crystal & Morey, grocers, have put on two delivery wagons to keep pace with the growth of their business.

Medford—H. Metz & Son have succeeded Boswell & France, grocers.

Newberg—Rowland & Son, grocers, and confectioners, have moved to the Oliver building on First street.

North Bend—Schultz, Davis & Co. have started a wholesale grocery.

Portland—F. A. Vorpahl has succeeded Vorpahl Bros. grocery.

Portland—White & Laws have succeeded Ed White.

Portland—Vail Bros. are opening a grocery store.

WASHINGTON.

Cheney—R. Harris has purchased Gleason & Carscaden's grocery store.

Camden—N. Femby has opened a grocery store.

Deer Park—J. A. Dickinson has started a general store.

Gig Harbor—A. Uddenberg has moved from Tacoma to Gig Harbor, where he will continue in the grocery business.

Hoquiam—H. L. LaBree, grocer, is reported to have sold out to J. A. Tannahill.

Johnson—H. J. Grand has started a grocery store.

Latah—Frank & Lippincott will open a $20,000 stock of general merchandise about January 1. A new store is being erected for them.

Orting—C. A. Coe will start a grocery.

Ritzville—Kalkwarf & Shoehuth, general merchants, have dissolved partnership. The business will be conducted by Mr. Kalkwarf hereafter.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

Mothers! Mothers!! Mothers!!!
Mrs. Winslow's Soothing Syrup
has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH
ROYAL


BAKING
POWDER
Absolutely Pure
HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.
It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

. **Smelter**—Ed Olson & Son has opened a grocery.

Sunnyside—R. K. Andrews has bought Boutell Bros. & Co.'s general store.

Spokane—C. C. Rickard has purchased H. B. Morgan's grocery store in East Spokane.

Spokane—T. O'Donnell has sold his grocery business to F. C. Andrus.

Spokane—Francis E. Pope & Co. are erecting a large warehouse in which to conduct a wholesale grocery business.

Spokane—B. A. Suing has bought the stock and fixtures of the Eldora Grocery Co. at the corner of Standard street and Glass avenue.

Spokane—Coplen Bros. have opened a grocery store at 1425 Ash street.

Spokane—Charles Herbert has traded his grocery store at 3127 Regal St. to Fred Woolfern for a house and lot on Grace avenue.

. **Spokane**—Gustav Beckman has purchased the grocery store at 1612 Ash street of Mrs. DeLang.

Spokane—E. V. Leslie has bought Mrs. J. E. Silbaugh's grocery.

Spokane—C. L. Wring has started a grocery.

Seattle—Thomas Bruer has succeded M. A. Owen, grocery, at 1834 Sixth avenue west.

Tacoma—D. Jurich, grocery, has consolidated with the Old Town Grocery Co.

Toppenish—R. T. Newton wil start a grocery.

Walla Walla—Charles Gould has started a grocery.

IDAHO.

Boise City—F. A. Nourse has sold the Star grocery to Baker Bros.

Ferdinand—Burche & Herzog are opening a general store.

Grangerville—Austin & Wanne, grocers, are adding a meat department to their store.

Montpelier—Hanson & Hughes are opening a general store.

Gifford—Seth Clifford has opened a general store.

BRITISH COLUMBIA.

Hedley—Campbell & Shier, general store have dissolved, Mr. Shier continuing.

New Westminster—H. Harvey has sold out his general store.

Revelstoke—McKinnon & Sutherland, general merchants, of Ferguson, have purchased the J. G. MacDonald business.

Vancouver—Gore & Petch have started a grocery.

SOUTHERN SECRETARIES MEET.

Last Gathering at Long Beach a Very Important One.

The last meeting of the Associated Secretaries of Southern California was the largest meeting yet held by that organization. The meeting was called to order by President A. N. Younglove of Riverside at the office of the Long Beach Merchants and Manufacturers' Asosciation. The following members were present: A. N. Younglove, Riverside; John F. Diehl, Santa Barbara; N. A. Ulm, Santa Ana; J. F. Paulding, Los Angeles; W. Clifford Smith, Long Beach; A. J. Klunk, Orange; C. J. Baker, San Bernardino; A. Moore, Whittier; C. G. Hedenberg ,Los Angeles and J. G. Dolazier, Fullerton.

J. F. Paulding of Los Angeles was called upon to relate proceedings of the last State Convention at Oakland. He said:

Paulding Makes Report.

"The work accomplished at the last State Convention was very timely and important. We recommended the passage of several laws of interest to merchants and gave the State board instructions to put special effort on the following:

Mutual Fire Insurance Law.

Pure Food Law.

Extension of statue of limitation.

"The state board was also instructed to maintain a legislative campaign and work against the laws that might work an injury to the merchants' interests."

After the close of Mr. Paulding's remarks, the proposed laws were discussed, and, on motion, the organization pledged their support for a law that provided for the outlawing of an account after four years from close of account, and that a payment shall renew same.

Want Pure Food.

Motion by John F. Diehl that we recommend a pure food law to conform to the national, carried.

Moved by Mr. Diehl that it be the sense of this meeting that each merchants' association of Southern California select a committee of one from their association to meet in Los Angeles to discuss and draft a mutual fire insurance law to be passed at the next session of the legislature. Motion carried.

Moved by Mr. Moore that we are in favor of a law to prevent the overdrawing of accounts and drawing of checks where parties have no funds in bank. Motion carried.

Entertain the Visitors.

After the close of the meeting those who remained were taken for an automobile ride about Long Beach. At 8:00 p. m. about 65 merchants gathered around the festive board at the Pythian Castle, where the Long Beach merchants' committee had prepared a very acceptable evening lunch.

W. Clifford Smith, secretary of the Long Beach Merchants and Manufacturers' Association, had the best part of the evening by proposing a toast to the Long Beach Merchants and Manufacturers' Association. The toast was responded to with a hearty cheer, after which all were treated to a partook of the eatables before them.

HIGH PRICED APPLES.

Watsonville, Cal. Nov. 30. A [illegible] received here for the Watsonville Newtons sold in London last year at $1.65 to $2 per box, against the equivalent of $1.25 to $1.75 a box. This is the highest price received in many years.

They are growing watermelons down in New Mexico.

PAINLESS DENTISTRY



If your [illegible]

Our [illegible]

We [illegible]

edge of [illegible]

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Too Hot at Sixth and Market

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Beo. B. Doyle
1st Vice-Pres. - - J. S. Irvine
2nd Vice-Pres. - - J. W. King
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, Jos. A. Stulz
P. A. Buckley, Gus. F. Lehrke
B. A. Schmidt
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.

Temporary offices, 1714 Webster St. Phone West 8067

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal

First Vice-President.
J. R. Newberry—Los Angeles, Cal.

Second Vice-President.
Fred Dresser—Portland, Ore.

Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.

First Vice-President, James S. Irvine.

Second Vice-President, J. W. King.

Treasurer, John F. Schomer.

Secretary, Frank B. Connolly.

Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

NATIONAL FUNDS.

Secretary Gray Makes Appeal to Affiliating Associations.

Secretary Wililam Gray, of the National Association of Retail Grocers, has issued the following appeal:

"This is the first year of the National's independence. At the Niagara Falls convention a resolution was passed almost unanimously that the per capita be fixed at 25c. The dissentionists were those who wanted it placed at 50c to $1.00.

"The passage of this resolution was greeted with tremendous applause, and after adjournment, the delegates returned to their homes and have been tremendously slow in saying to the members of their association whom they represented. 'We pledged each one of you to a 25c per capita; now make good.' In other words you neglected to carry your enthusiasm home with you.

"There are many to whom these remarks do not apply. The National secretary has made endeavor to further the work of organization, to increase the number of affiliates, by showing the results arising therefrom, and is encouraged as to results, but he has also had one distasteful duty to perform. There are men who, it is said of them, they pay their 'debts of honor,' but not their honest debts. The per capita due the National is both.

"This office has made many appeals, and makes one more. The year is drawing to a close. Act in accord with your convention enthusiasm. If it was put to you to decide which will it be? Pay per capita, accept donation, or disband—which would you decide upon? The former, of course. The golden opportunity to put your decision on record awaits you. Procrastination is a long word. Let us eliminate it. I would suggest promptness as a substitute."

ASSOCIATION NOTES.

Nashville, Tenn.—The Grocers' Association has in its employ a deputy sheriff who is kept busy all the time serving warrants and running garnishments.

Boston, Mass.—Five delegates just elected by the Retail Grocers' Association to represent the body officially at the National convention were instructed to use all their efforts to bring the annual convention in 1908 to Boston.

Springfield, O.—The Retail Grocers' Association is making a strong effort to have all the grocery stores in that city close on Sunday.

Meridian, Miss.—The Grocers' Association, which is one of the live ones in Mississippi, will have two active men at the Dallas convention as their representatives. W. F. Pigford and J. B. Holland have been selected as delegates.

New York, N. Y.—Arrangements have been made to hold a Pure Food Show in connection with the seventh annual convention of the State Retail Grocers' Association, to be held in Elmira, N. Y., the last week in July and the first week in August, 1907.

Eureka Springs, Ark.—The retail grocers recently organized an association which now numbers among its membership nearly every grocer and market man in the city. T. Pomeroy is the secretary of the organization.

Altoona, Pa.—The retail grocers have inaugurated a movement for the enactment of a state garnishment law of Pennsylvania.

NO LYING MEASURES.

Grocers To Consider Question of Honest Weights and Measures.

One of the most important matters to come before the national convention to be held in Dallas, Texas, next January, will be a set of resolutions calling for the passage of a law by Congress, which will protect the purchase of package goods in connection with a general law governing weights and measures.

That these resolutions will be incorporated into the report of the Committee on Weights and Measures of the Association is assured.

They will also insist that the officers and Committee on Legislation be furnished with sufficient money to prosecute a campaign for the passage of the proposed laws, which it is hoped will be drafted under the auspices of the Government Bureau of Standards.

The committee have counted a barrel of pickles which have been branded, 1,200 of which only counted 900; they have counted half-barrels of mackerel branded 100 only to count 85.

"Our investigation," the report continues, "shows that there is seldom a net weight given which you can rely upon; there are, of course exceptions. The retail merchant is forced to pay for the inside packing in many instances.

"Conservative estimate of the net saving or net value to the retail merchant of this country, per annum, of a bill of this character would not be less than $10,000,000.

There is at least 90 per cent of the packers, wholesalers and commission men, in favor of national legislation along this line.

What we need is a uniform law national in scope, whereby every package should be so labeled giving the actual net weight, the same subject to confiscation if incorrect, then the retail grocer can buy goods with the assurance that he is getting what he pays for in all packages.

NEW CROP

RICE

Carloads arriving every day

Buy Direct

W. T. WELISCH & CO.,

Rice Factors

Monadnock Building,

San Francisco, Cal.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

November, 1906.—Monday, the 5th, and Monday, the 19th.

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

TOBACCO NEWS.

J. S. Parry's store on Post street, near Fillmore, is doing a very lively holiday trade for the Optimo brand.

Hooper & Jennings, wholesale grocers, have taken the distribution in this territory of the First Consul Havana cigar manufactured by P. Pohalski & Co.

C. W. McCormick, agent for Manuel Lopez & Co., has just returned from a trip to Salt Lake and other points in Utah.

B. Mirsky, the well-known cigarist, says that there is an unusual demand for cigarettes this week.

Michalitschke Bros. & Co. are now preparing to get settled in their new establishment at 1314 Golden Gate avenue. The yard in front of the house where the company has been doing business has been converted into two very convenient stores.

August W. Lunsmann has opened a cigar stand at the corner of Pine and Polk streets, in connection with his liquor store at the same address.

The cigar department of Goldberg, Bowen & Co. has been given a most prominent place in the new Van Ness avenue store.

M. A. Gunst & Co. are getting in a number of small packings specially for the holiday trade.

Among the latest insolvents are F. W. Huggins, a well-known cigar merchant of Los Angeles, whose assets are stated to amount to about half his liabilities; and William Karr, of San Francisco, another well-known cigar man. Both filed voluntary petitions in bankruptcy.

Max Cohen & Co. have opened a cigar stand in connection with their new Commercial Cafe on Geary street near Fillmore.

I. H. Dahlman, formerly with S. B. Korn at 120 California street, is preparing to open up a neat little store on Montgomery street just across from the Merchants' Exchange.

H. Bier & Co. are having a hard time supplying the demand for the Fastidio cigar this week. This firm is expecting some beautiful holiday packages.

C. B. Poar and J. Unger, of the San Francisco house of M. A. Gunst & Co., are now traveling in the Pacific Northwest.

Hartery & Holmes have opened a cigar stand at 1869 Post street.

There will be practically a failure of the pack of chum salmon owing to the destruction of fishing gear by the flood in Columbia river.

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco, 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal: Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B. (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B. (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapollo.....10c, 3 for 25c

MAINTAINING PRICES.

Los Angeles Man Will Present Matter to the National Association.

The question of manufacturers establishing and maintaining retail selling prices on the various commodities is to get a fair hearing at the coming National Convention in Dallas, Tex., January, 1907. Los Angeles, being the foremost city in the United States on this question, is to have the honor of presenting the proposition to the convention.

National President John A. Greene has sent an invitation to J. F. Paulding, secretary of the Los Angeles Association, urging him to present the topic to the convention. A communication was also received from A. J. Beckwith of Denver, Colo., a member of the national board of directors, urging Secretary Paulding to present the arguments along this line.

Association Accepts.

At the regular weekly meeting of the Retail Grocers' Association, held Thursday, November 1st, the following was read from National President John A. Greene, and by unanimous vote the secretary was instructed to attend the National Convention:

J. F. Paulding, Secretary,

Los Angeles, Cal.

My Dear Sir: I am beginning to make something of a skeleton program for our convention at Dallas. True, it is yet three months, but circumstances force themselves upon us to such an extent that we are beginning early to arrange for the convention, for if we did not do this we shall not be prepared when the time comes.

I realize your enthusiasm in the work, and especially in that part of the work connected with the manufacturers making the retail price.

Having consulted with some of our board in regard to the topics to be brought forth, I have come to the conclusion that one of the main questions to be discussed is the question to which you have given so much thought, viz.: the manufacturer making the minimum retail selling price.

Now I am going to suggest that you allow me to put your name on the program to present that topic to the convention. An early reply will please me very much.

Hoping you will see it to the advantage of all concerned that you accept this responsibility, I beg to remain, Yours very truly,

JOHN A. GREENE, President.

CANNED GOOD GUARANTY.

The following form of guaranty was adopted by the Western Canned Goods Packers' Association at its recent meeting:

"The undersigned does hereby warrant and guarantee that all food products and articles of food hereafter sold by the undersigned to..... of ..... shall comply with the provisions of the National Pure Food Law as passed by Act of Congress, June 30, 1906, entitled as follows:

..."An Act for preventing the manufacture, sale or transportation of adulterated or misbranded, poisonous or deleterious foods, drugs, medicines, liquors and for regulating traffic therein and for other purposes.'

The above guaranty to apply only to goods sold under packers' labels, or buyers' labels with name and location of packer on face of labels.

(Signed).....

"Date. ... .

.."Location .

"N. B.—This guaranty conforms to the National Pure Food Law and has been adopted for use by the Western Packers' Canned Goods Association in convention assembled November 19, 1906."

Get the Cream of the Business

SELL

CARNATION

CREAM

And be

"The Modern Milkman"

PRICES UNCHANGED

Pacific Coast Condensed Milk Co.
Seattle, Wash.

JOHN H. SPOHN CO.
Agents, San Francisco, Cal.



An Auto? No!

Peanut and Popcorn Seller

Catalog shows cuts $150 to $350.00 On easy terms

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Get the guaranty habit.

Always quote prices in your ad.

Keep prodding at the dead beats.

Organized effort does lots of good.

"A good display means a good sale."

California prunes are climbing the ladder.

Watch prices on California canned fruits.

Expansion without system spells failure.

Molasses market is strong,tending upward.

In the holiday rush don't forget collections.

Purchase of prunes at present prices is advised.

The persistent advertiser is the chap who wins out.

The Florida orange crop promises to exceed any since 1895.

Cultivate friendly relations with the farmers—there's money in it.

Every grocer in California should belong to the state association.

Clean linen and clean hands make a favorable impression on customers.

The man who cuts prices to get trade acknowledges his weakness as a salesman.

The 1906 bean crop of Michigan is commercially estimated at 5,000,000 bushels.

Seeded raisins have taken a hop, step and jump upward since the opening prices.

Look after the boxes you receive your goods in. They're both saleable and useful.

"A pleasant smile will sell more goods over the counter, than a 'yard long' talk."

The man who sells the right goods in the right way has no need to do business at a loss.

"Courtesy is the cheapest commodity a merchant can handle, and it yields the greatest profits."

When the National Pure Food law becomes operative there'll be a better demand for higher grade goods.

No merchant is thoroughly progressive and up-to-date unless he takes and reads a trade paper.

The imports of cocoanuts into the United States have increased 56 per cent within the past five years.

Evaporated apples have been steadily advancing. The tendency is strong and toward much higher prices.

The exports of peanuts from the United States amounted in 1905 to 7,180,163 pounds, valued at $275,927.

Imported currants in casks have advanced about 2 cents per pound from the lowest point of the season.

It is estimated that the world's visible supply of coffee as of December 1 will run up to, if not over, 14,000,000 bags.

The 1906 crop of potatoes is estimated at 277,000,000 bushels compared with 250,000,000 in 1905 and 289,600,000 in 1904.

Canned string beans are regarded by the wise ones who have real information on the situation as a good buy at present prices.

According to one estimate the pack of domestic sardines will not exceed 900,000 cases, or 1,300,000 cases less than that of last year.

The candle still holds it own. The production of candles in the United States during the fiscal year of 1905 amounted to $3,889,362.

"Never directly criticise a customer's judgment. Tell them they are nearly right—show them something better and they will agree with you."

The American Agriculturist estimates the broom-corn crop of the United States in 1906 at 47,740,000 pounds, against 41,700,000 pounds in 1905.

Two grocers in an Illinois city were arrested for selling frozen potatoes. Grocers who don't know any better than to let their potatoes freeze ought to be arrested.

There were exported in 1905, from Bordeaux, France, 21,229,781 gallons of wine, valued at $19,395,728, of which the shipments to the United States were 208,237 gallons.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

Every time a retailer picks up an idea and puts into practice a new idea or sells goods he has gained considerably in dollars. Keep on the look out for the latest idea, and be sure to grasp it.

California walnuts have advanced from the lowest price of the season, 12½ cents per pound, or $1.50 per box, to 13 cents per pound, or $1.56 per box, on account of demand at the higher price.

There have been no arrivals of shelled pepanuts from Spain this season, according to Archibald & Simons. Some are expected to arrive by steamer about the middle of next month.

Late reports from the Census Department has estimated the total wealth of the United States at the enormous sum of $84,415,000,000, an increase of more than sixteen billions of dollars since 1904.

The Maine sardine packing season, which closed by law on November 15, found but one factory in operation, and that has been for some time past working entirely on mustards and tomato sauce.

The total pack of tomatoes in Indiana has been about 1,600,000 cases, the largest pack ever produced in that state, but they are all sold, with more than 35,000 cases remaining in the hands of packers.

Since it has been acquired by the United States, Alaska has produced about $60,000,000 worth of furs, $50,000,000 worth of salmon, millions of dollars worth of timber, and more than $90,000,000 in gold.

The total value of the domestic merchandise exported from the United States during the eleven months ended May, 1906, amounted to $1,[illegible]672, against $1,372,962,252 during the similar period last year.

In 1906 this country exported 27,360,537 pounds of domestic coffee, against 10,971,187 pounds in 1905, an increase of about 172 per cent. About 79.8 per cent of this total was exported to the United Kingdom.

The per capita tea consumption in the United States has not increased in fifty years. Then it was the same as now, 1.3 pounds per annum. The total last year to the United States from tea-producing countries was 100,000,000 pounds.

The cranberry crop this year is larger than was expected. It is claimed that there will be about 1,500,000 bushels gathered. Notwithstanding the big crop, prices are well maintained, and the call greater than in former years.

This season's pack of tomatoes in California was the heaviest in the history of the state, amounting to 999,999 cases. The pack is said to have been all sold, and in some instances packers have contracted to deliver more than they made.

In their review of the canned goods market, Thos. G. [illegible]

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Up-to-Date Package

Preserves the delicate flavor of the Cocoanut. Keeps out moisture and dust. The Parchment bag [illegible]

[illegible] to our patrons.

Walter Baker & Co. Limited, Dorchester, Mass.

Attracting Trade.

CHRISTMAS ADVERTISING.

Some Ideas for Progressive Merchants to Consider.

If we consider that advertising just previous to the Christmas holidays is beneficial at all, and everybody of experience does think so, we must at the same time recognize the value of preparing the advertising with a view to increasing trade along certain special line.

Christmas is a holiday about which cluster many old customs which directly affect numerous descriptions of merchandise. While Christmas presents aren't often selected from the grocer's stock, each year at holiday time the grocer experiences a large increase in demand for food products of all descriptions. There is at Christmas, when the tables of all classes of people, figuratively speaking, "groan" under the weight of food provided for the ever-joyous occasion, a marked increase in both the quantity and quality of what is eaten, proving, if proof were needed, that the greatest of all Christmas holidays gives the grocer opportunity for a good stroke of business.

Stirring Up Interest.

There's no doubt that there is an extra amount of business to be gotten —the question is how to get it, how to get **more of it** than would come in the ordinary course. I take it that every grocer would be glad if he could draw Christmas trade from a larger district than he draws his regular, every-day trade from and that he is willing to spend a few dollars in doing it. It is, therefore, the purpose of this article to convey a few practical suggestions as to how he may stir up a general interest in his Christmas stock of good things to eat and thereby increase both patronage and profits.

Special Advertising.

Where rates are not prohibitive, newspaper advertising should be used. This alone is not sufficient, though the newspapers, which have a general circulation, are a good medium to use for reaching people living outside the district in which the store is located.

Commencing one week before Christmas it will be found a good plan to issue special circulars calling attention to all of the many good things to eat that the store has to offer for the Christmas table. Such circulars will be found effective if issued every other day, letting the last one out on the afternoon of the second day before Christmas, or December 23rd.

This needn't necessarily be expensive advertising, although the circulars should be well got up, and if cuts can be used they will be found helpful, especially a large cut of Santa Claus printed at the top.

Christmas "Baskets."

Christmas "baskets" will be found popular with the poorer classes, as will special combination lots of nuts, candies, figs, dates, etc., with both the poor and the well-to-do.

Make up offerings of "baskets," each containing a turkey, duck or two chickens, two pounds of mixed nuts, two pounds of mixed candies and several other items easily selected, and offer the lots at so much each, say, $1.74. The grocer can figure out the price for himself, and it is a good idea to include a few staple articles in the special offerings.

These should be advertised both in the local newspaper and by means of circulars, and if possible use cuts, showing heaping baskets, in connection with each combination offer.

Of course, "baskets" containing different combinations, each at a different price, should be offered, as everybody will not want the same things.

Then, price permitting, the grocer can advertise that he will give a Christmas present, which should be described, to every purchaser of one of the "baskets." This will help the plan along, and if it reduces a little the profit on each sale it also increases the number of such combination lots sold.

The Show Window.

Window displays become especially important about Christmas time, when because of the extra quantities and larger variety of food specialties handled the possibilities of making attractive displays are greatly increased. Attractively dressed windows will unconsciously impress themselves on hundreds of passers-by and result in more than enough business to repay the grocer for his efforts to make his windows appear inviting.—Arthur Brown in "Detroit Trade."

CHEAPER STORES LOSE.

Successful Merchants Are Not of the "Price-Cutter" Variety.

Merchants who resort to price-cutting as a method of attracting business must learn to be patient if they are called "out-of-date," for in all progressive retailing this method is obsolete. The price-cutter is a relic of retail barbarism, says "Southern Merchant."

Once upon a time the man who was most daring in his policy of giving customers he profits of his business and making trade a dreary wilderness for his competitors was hailed as a most enterprising fellow. Today the man who considers his customers's convenience the most get both the praise and the trade—also the profit.

It used to be that a merchant who would grudge a few hundred dollars for attractive and convenient improvements to his store would never hesitate to lose a greater amount by eliminating profits as a drawing card.

Today it is getting to be more or less of a reproach to be known as "selling cheap" and people feel disposed to favor the man who has a bright, attractive store, dispatch in service, prompt delivery and courteous consideration. It may cost him something to provide all these things, but people like it; it gives him "tone" and he makes points.

The price-cutter cannot even esimate what he loses, though he fondly cherishes the delusion that cutting pays.

Nowadays a merchant shows that he is progressive by eschewing the old-fashioned, barbaric method.

BABBITT'S BRANDS.
ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

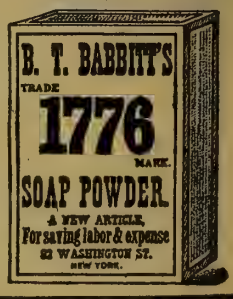


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

Sugar is being sold at prices far below what the situation would ordinarily warrant. This is due to the trouble between the rival sugar interests. Sugar at the present basis is well bought. It is not unlikely or impossible that the commodity may drop just a little more. It is for each individual to decide as to whether the gamble is worth while. The state of the market does not warrant stocking up on a speculative deal.

New York, N. Y., Dec. 5.—Raw sugar is firm at 3⅞c for 96 deg. centrifugal—another advance of .03c over last week. The Federal Sugar Co. advanced its price 10 points, to 4.70c for granulated, on Dec. 4.

New York, Nov. 28.—Willett & Gray report:

"Raw advanced .03c during the week. Refined remained unchanged in price. A summary of stocks in the United States and Cuba shows a decrease of 155,700 tons less than last year. A decidedly firmer tone has developed during the week. The Louisiana cane crop promises to be about 100,000 tons less than last year. Reports indicate that the Northern crop of Muscovados from Brazil will result poorly this year. The uncertainty of the labor situation in Cuba adds firmness to the market. Extraordinary efforts are being made by the Cuban government to bring laborers from Spain. Javan shipments to America will be much smaller than usual because of the increased demand from Eastern countries."

New York, Nov. 27.—M. G. Wanzor & Co. report:

"While Cuba has more cane in the fields ready for reaping than ever before the planters are unable to secure the labor necessary to harvest the crop. The working forces were disorganized by the revolution, and are getting back to work so slowly that planters are justified in making only small sales of new crop. The strength imparted through the delay in the Cuban crop can only be temporary."

MOLASSES.

New York, Dec, 1.—The "Journal of Commerce" says:

"Telegraphic advices from New Orleans yesterday say that molasses is held in that market at 2c above last paid prices. The demand which has prevailed there has forced up to an average of 10c over last year. It is figured from late reports that the crop will be 100,000 tons, or about 35 per cent short of last year."

TEA.

New York, Nov. 27.—John B. Brown & Co. reports:

"No recent cable advices have been received from Shanghai concerning congous. This leads to the belief that the market is about normal as compared with previous advices."

COFFEE.

New York, Nov. 28.—Willett & Gray report:

"The valorization law is being operated in Brazil, and further quantities of coffee will be taken up to be held against shortage next season. The three large coffee states in Brazil are opposing the unwarranted depression of prices in consuming markets, and the surtax (an extra duty of 60c per bag) backed by the Federal law is one of the first steps they are taking.

[illegible]

New York, Nov 28.— [illegible]

[illegible]

RICE.

[illegible]

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

dency in primary markets is reported to us this week. The effect of such conditions will not be felt materially in this market for 30 days, however, for the reason that the spot stocks and and those which commenced rolling prior to the last few days, were purchased at figures ranging from an eighth to a quarter of a cent above what they can now be purchased for. We have been expecting this decline and for that reason have not urged our friends to buy. It looks to us as though January will see considerably lower prices than rule today. For the guidance of those interested we would say that the weakening referred to hereinabove applies rather to Japan grades (Southern) than to Head rices. The latter are well bought at present quotations, particularly fancy grades.

New York, Nov. 27.—Dan Talmage's Sons' Co. report:

"There has been a good demand for rice during the week. Assortments of Honduras styles are in better shape than at any time since opening of the crop. As noted last week, there is improved prospect for prompt delivery and orders for "immediate shipment" receive better attention. Prices are steady on strict grading, although the widening of assortment has had a corresponding effect on values, which were more or less "bunche,d" but are now relative. Japan sorts have been in scanty supply; stocks for immediate delivery entirely exhausted, and "lots to arrive" largely sold in advance, hence market is strong.

"Advices from the South note quiet conditions on the Atlantic Coast. At New Orleans, market is firm with good demand from the North and West. Receipts of Rough are scanty and mills continue to run under light supply. In the interior, Southwest Louisiana and Texas, a good demand has prevailed, but tardy shipments have interfered greatly, not only with business already accomplished, but is a bar against new engagements.

"Cables and correspondence from abroad note strong markets for spot and forward cleaned."

DRIED FRUITS.

There is no change to note this week. Conditions remain the same—firm and tending upward with on possibility of relief until new crop next year. The demand for fruit and prompt shipment to the East continues with unabated heat, and most of the dried fruit houses expect to have clean bins earlier in 1907 than in any previous year in their experience. Peaches have had a sharp advance during the past few days and their unquestioned statistical position makes higher prices certain.

PRUNES.

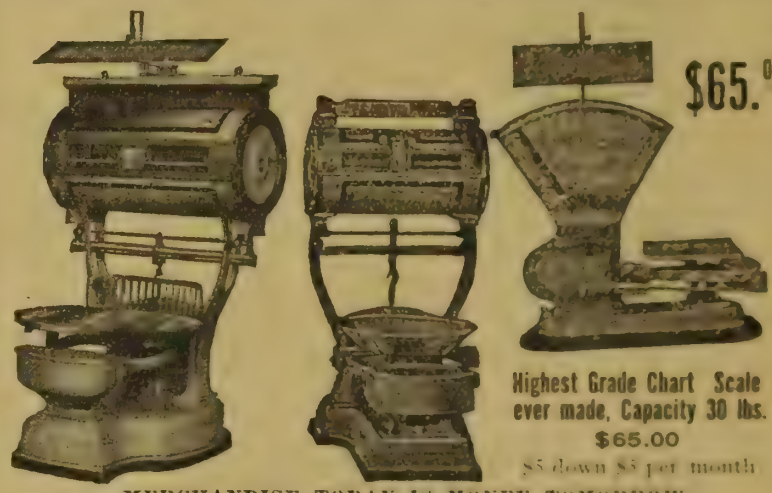
As noted in previous issues, the position of prunes has been materially strengthened by the short condition of other dried fruit lines, and since the East and Middle Western states have come to a proper realization of the facts in the case, there has been a demand for prunes scarcely ever before equalled. Prunes are on the move upward, and there is absolutely nothing to stop them going up to a record price.

New York, Nov. 28.—The "Journal of Commerce" says:

"Available spot stocks of prunes were never so small at this season, and where anything is to be had it commands a stiff premium over present f.o.b Coast quotations. Offerings of large sizes for shipment from the Coast are small, and there are said to be only one or two sellers in a position to fill carload orders for straight 30s or 40s. There are able, therefore, to get their own prices. A couple of straight cars for 30s for November shipment from the Coast were reported sold yesterday on a 5c f.o.b. bag basis, and some three cars of straight 40s sold on a 3c f.o.b bag basis for the same shipment. There is little, if any demand for the intermediate sizes with the exception of 40s, the latter in assortments with the four smaller sizes being held on a 3c f.o.b bag basis."

San Jose, Nov. 22.—Geo N Herbert reports:

"We have had good information that the Oregon prune crop has been very much oversold, as well as over estimated, and that instead of there being 60,000,000 pounds, as some thought there will not be over 15,000,000 lbs. We believe the California crop will be as large as was early estimated, but the sales have been enormous and the consumption of prunes has been far beyond our expectations. We believe that instead of the market staying at a 3c basis, wil go to a 3½c to a 4c



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$65.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

basis, and still higher on some sizes, before the new crop comes in. Even then the crop will not be enough to supply the demand."

Salem, Ore., Nov. 15.—Clinton J. Kurtz reports:

"Packers and brokers are able to fill only part of their orders for large sizes sold during the summer. Like last year all prunes will soon be packed and shipped and there will be no hold over. Prospects are that there will be a steady rise in prices as has been the case during the past two months."

RAISINS.

This fruit still maintains its firmness, though with no further advances to report this week. There are so few raisins left in the hands of the packers that the situation may be said to be in the hands of the jobbers of the United States, and their ideas of value control the situation.

EVAPORATED APPLES.

New York, Nov. 27.—Delmarle Bros. report:

"Prime evaporated apples are still advancing and sales have been made on the market since our last letter at 7¾, 7⅞ and 7½c for spot goods and for deliveries up to February. Sellers are now asking 7¾ to 8c for these deliveries and few goods are being offered, and it is reported that several people, owing to the extraordinary advance, are lying down on contracts and not delivering."

Wolcott, N. Y., Nov. 24.—Johnson & Northorp report:

"The advance in evaporated apples is fully 1½c over lowest October prices. In spite of the large production, consumption and demand more than equal the supply. Higher prices seem certain."

CURRANTS.

New York, Nov. 23.—The Hills Bros. report:

"The market in Greece continues firm right along."

NUTS.

Number 1 Soft Shell Walnuts remain at 14½c f.o.b. Southern California, and will probably remain at this figure until after the holidays, when a slight decline will possibly occur. Almonds are holding up firm with indications of an advance prior to Christmas.

WALNUTS.

Anaheim, Cal., Nov. 28.—The season's walnut crop is about gathered. The output will considerably exceed that of last year.

New York, Dec. 1.—The "Journal of Commerce" says:

"The statistical position of Sicily Filberts apparently causes buyers anxiety. With an advancing market abroad and small, concentrated supplies on the spot, the tendency of prices is upward."

PEANUTS.

Smithfield, Va., Nov. 26.—The Gwaltney-Bunkley Peanut Co. report:

"The peanut crop of 1906 will be about 65 per cent of last year's crop of Virginia grade harvested; 25 per cent of these at least will be off quality. Owing to the short supply, prices have gone up about 70 per cent higher than a year ago, and growers are expecting further advances."

A VALUABLE ASSISTANT.

Anything that can save a merchant the hours required each day to post from the day book to the ledger, adds that much time to his life.

Anything that will save him the necessity of using pass books, prevents many mistakes, all of which mean loss or annoyance or both. Anything that will save him from having to make out itemized statements at the end of the month saves him time, worry, disputes and loss.

The McCaskey Account Register does all these things. Hundreds of merchants now using it will tell you so. Mr. Hawley, the agent, will give you their names for the asking.

It will pay you to read his ad. on Page 1 of the cover.

OUR PRICE LISTS.

We have prepared 13 pages of Price Lists to cover the details of the grocery trades. These lists should have appeared in this issue.

But the editor proposes and the compositor disposes. Unforseen contingencies delayed the final proofs so that we could not get them out in time and insure the correctness of the list and, therefore, our subscribers will have to wait till next week.

VINEGARS.

Pacific and Pickle Works reports:

"Owing to the fact that the new pure food law will go into effect on January 1st, there is a decided scarcity in cheap vinegars. In the past, vinegars made of acetic acid were sold at a nominal figure. This stuff can no longer be put on the market since it is really poisonous. As a consequence, the demand for cheaper vinegars is extremely heavy, which has rendered the market for all classes of vinegar firmer."

CANNED SALMON.

Seattle, Wash., Dec. 1.—The "Trade Register" says:

"There is a good inquiry for the better grades of salmon. One or two weak holders of Alaska have sold out and prices on same are firmer. The London salmon market is reported quiet, with prices unchanged."

Seattle, Wash., Dec. 1.—P. F. Kelley, of the Kelley-Clarke Co., says in the "Trade Register":

"The salmon situation is stronger today than it has been in years. The Sound pack is cleaned up. All the salmon we have on hand is a little red Alaska. The American allotment has been sold out, and the jobbers are now beginning to sell the foreign allotment in the home market. There has been a general rise in the quotations of all the salmon on hand. Chums, which opened at 70c per doz., are now quoted at 75c; pinks 80c, against the opening figure of 75c, and Sound cohoes 90c, against 85c, opening figure."

Seattle, Wash., Nov. 16.—Ph. J. Brady, Pres. of Brady & Co., inc., reports:

Sales have been very large of Red Alaska salmon at 95c, with market steady. The principal feature of note, however, is the firmness of cheap fish, pink salmon being as high as 80c and chums 75c, though sales are rather limited at these figures. We have

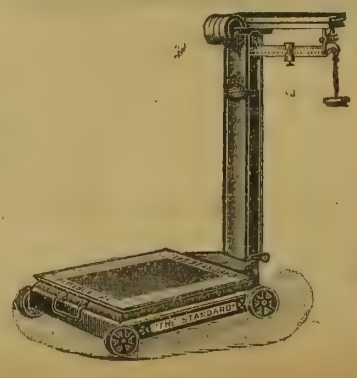
Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal.

some sockeye talls at about $1.45, flats $1.60 and halves $1.00 to $1.02½. In general the season's pack of canned salmon on the Pacific coast is pretty well cleaned up, with the exception of a good stock of Red Alaska salmon. It is possible that the usual advance."

Astoria, Ore., Nov. 15.—The Columbia River Packers' Association reports:

"An unusually heavy rainfall and prevailing southerly gales during the past three or four weeks have rendered the pack of chums on the Columbia and coast streams almost a total failure. This is the last day of the canning season and from latest reports probably not more than one-sixth of the anticipated catch has been secured. This in the face of the heavy sales booked last spring means a grave disappointment for both canners and consumers. Weather conditions alone seem responsible for the shortage. Heavy freshets with strong currents and waters full of drift have made fishing dangerous and unprofitable, with the result that but little gear was fished during the latter part of the season. The situation on Puget Sound has been somewhat better owning to the fact that the season on the Sound opens earlier, but during the past few weeks few chums have been taken there owing to the same cause."

AMERICAN SARDINES.

New York, Nov. 27.—Jed Frye & Co. report:

"The market continues very firm. There is as much demand as can be expected for these goods at this time of the year.

"The factories are all closed. Several of the packers are entirely clear of stock. The balance are holding very much less than they have done in several years past.

"This would indicate an improvement in prices with the reopening of the demand after the present activity in holiday goods ceases."

CANNED OYSTERS.

Baltimore, Md., Nov. 26.—D. E. Foote & Co. report:

"The oyster market continues exceptionally strong because of extreme scarcity."

EASTERN CODFISH.

New York, N. Y., Dec. 1.—The "Journal of Commerce" says:

"Codfish is in limited supply, and with a seasonable demand the market is strong, with prices tending upward."

Gloucester, Mass., Nov. 21.—The Gorton-Pew Fisheries Co. report:

"Prices on all grades of codfish are very firm and some grades have advanced considerably since our circular of November 6th. The stock of large Georges and shore cod not adequate to supply the demand, and they command fancy prices when any are offered on the market. We herewith give the codfish catch of the Grand Banks fleet for the past several years: 1906, 13,500,000 lbs.; 1905, 14,000,000 lbs.; 1904, 15,000,000 lbs.; 1903, 16,221,000 lbs.; 1902, 18,200,000."

PROVISIONS.

Eastern Hams are half a cent lower and Lard has declined a quarter of a cent. Otherwise there are no interesting developments.

PECANS.

Tyler, Tex., Nov. 22.—The Wolden Grocery Co. reports:

"We think there will not be more than 35 cars of Pecans as against 75 cars which we estimate earlier in the season. Prices are extremely high. There are not nearly enough to go around. Within the next few weeks there will be no orders shipped."

HONEY.

Nothing new here. Demand continues strong, resulting in maintaining a firm market with upward tendency.

BEANS.

The demand continues fair in this line with Limas a little easier. Holders are not chasing buyers, however, it being the prevailing belief among the controlling interests that beans are going to bring more money a little later, and, that they therefore can very well wait a little while before displaying any marked disposition to sell. Consumption is expected to be materially increased locally this year on account of the large number of men employed in reconstruction and railroad work in this city and other points in the state.

CANNED TOMATOES.

New York, N. Y., Dec. 1—The "Journal of Commerce" says:

"Buyers are hunting for bargains in canned tomatoes, but find no encouragement. On the contrary, holders are disposed to raise their limits. It is becoming difficult to get labeled goods at 90c f. o. b., while the possibility of filling orders for buyers' labels at 92½ f. o. b. has greatly lessened. From present indications it would seem that packers are not so much in need of ready money with which to meet their obligations to growers and supply men or else have such small stocks left that they find it a useless sacrifice to break prices on them."

Aberdeen, Md., Nov. 26—[illegible] Silver & Co. say:

"Active buying this week has almost covered every case of 2s in the entire state of Maryland [illegible] standard quality. Gallons may possibly be found in small quantities, but it would be required to [illegible] are required to [illegible] wise on 3s, which can be [illegible] drained almost to the dregs. To [illegible] cate anything under 92½ f. o. b. [illegible]

YEARS
ARE REQUIRED TO DEVELOP THE MATURITY AND FINE FLAVOR OF
HUNTER
RYE RYE


CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

Baltimore, Md., Nov. 26—[illegible] Meeker & Co. say:

"Steady [illegible] of [illegible] to be the feature in this [illegible] ing a very strong [illegible] market in all directions and [illegible] increasing the [illegible] that attends as a rule purchases at present prices. [illegible] of a [illegible] in the purchases of [illegible] and the [illegible] and the [illegible] other [illegible] are [illegible] [illegible] [illegible]

months, with a rising tendency as to prices."

CANNED CORN.

New York, N. Y., Nov. 27—The "Journal of Commerce" says:

"Purchases of cheap saccharined corn at and around 45c have been liberal of late, so liberal, according to current report, that the stock of this class of goods, which has been such a heavy drag upon the market, is beginning to give evidence of a clean up. Standard and fancy stock of whatever packing, which conforms to the National Pure Food law, is still neglected and rather easy. After the turn of the year, it is expected that these, as relatively the cheapest and most abundant of canned goods, will come in for a heavy sale."

PICKLES.

Pacific Vinegar and Pickle Works report:

"While the California crop of pickles is probably twice as great this year as in 1905, yet the demand is more than twice as great, owing to the fact that the pickle shortage in the East has made the distributors of the Middle West look to the Coast for their supplies. Prices of bulk pickles are exceedingly firm, and an advance is probable early in 1907."

TOMATO CATSUP.

The National pure food law has made it impossible for the factories to turn out any more catsup made of the skins and cores of tomatoes used in canning, stiffened with pumpkin and flour filler. As a consequence, the supply of tomato catsup is much shorter than it would be. This shortage is made more noticeable because of the short crop in the Maryland Peninsula. While the amount of tomato catsup put up in California this season was much larger than ever before, there will not be enough to go around, since practically all of the territory west of the Mississippi River is looking to the Coast for supplies. Higher prices are to be looked for early in 1907.

HAY.

Somers & Co. report, under date of Dec. 4th:

"Contrary winds have prevented the bay schooners from making good time. It is reported that there are over 100 cars of hay in the Oakland yards awaiting transfer to this side of the bay. These are urgently needed, for at the moment there is a marked scarcity of certain grades of hay here, and if relief is not afforded within a day or two a temporary famine will be noted. Stocks are plentiful in several important country districts. Prices are regulated from day to day by the number of cars delivered. The lack of rain is causing much hay to be held in the country that would otherwise find its way here. Considerable more is being fed throughout the interior points than would be noted under ordinary circumstances. Local prices continue along practically unchanged, but with a very firm feeling. Occasionally a strictly fancy car of wheat hay will sell from $22 to $22.50."

Choice wheat hay	$19.00 to 21.00
Good wheat hay	15.00 to 18.00
Other grades same	10.00 to 14.00
Wheat and Oat	10.00 to 17.50
Tame Oat	10.00 to 16.00
Wild Oat	8.00 to 13.00
Stock hay	6.00 to 8.00
Alfalfa	8.00 to 12.00
Straw, per bale	.35 to 60

PRAISES SAN FRANCISCO.

Words of Appreciation for Merchants Who Are Up-Building San Francisco.

In an article on the recovery of the men in the tea and coffee trade in San Francisco, the correspondent of the "Tea and Coffee Trade Journal," says:

"Considering the fact that every tea and coffee establishment in the city save one was either destroyed or so badly crippled as to bring actual business to a standstill, it seems almost incredible that at the present time little complaint is heard over the facilities at hand or the business now being actually transacted.

"In all this great city only one building in the tea and coffee trade was found intact after the earthquake and fire—that was the building of J. A. Folger & Co., at the corner of Howard and Spear streets.

"Among those who are showing unusual energy in resuming full business operations is the Henry W. Burmester Ceylon Tea Company, at No. 19 Oak Street. The temporary quarters were started on May 1, 1906, and completed on May 8. The former store building was destroyed by fire April 18, 1906, and the company began roasting in their temporary plant on May 14—quick work even in times and places where miracles are expected.

"One of the larger establishments that has not endeavored to reach its former output is Wellman, Peck & Co., whose temporary coffee plant is now located in connection with their wholesale grocery establishment at 311-37 East Street. One roaster is in steady operation, but not until their new permanent building is completed will they push the tea and coffee business as they did before the fire.

"Your correspondent found those engaged in the work of rebuilding in much better state of mind than had been anticipated in view of most distressing obstacles. As a sample of the statements obtained, a few words by Mr. Charles B. Platt, vice-president of the J. A. Folger & Co. corporation, are significant. He said:

"'So far as San Francisco is concerned, the prospects look so bright and the subject so broad that I scarce know how to approach it. The commerce of the world requires the use of the only harbor on the Pacific Coast, and in that harbor commercial demands and convenience must be looked after. Our entire country needs this port. The rebuilding of San Francisco is not purely a local proposition, although in the main it will be rebuilt with local capital. It is a national necessity.'

"The photograph of the city does not show much of the ruin of the A. Schilling & Co.'s establishment, which was headquarters for so many visitors before the great fire. Here, also, the work necessary to complete resumption is going on rapidly, and it is only a matter of time when this big concern will be handling its full quota of trade."

INCREASED EXPENSES.

Wages, Rents, Insurance, Taxes, All Higher.

All running expenses of the merchants have increased very materially during the past few years. Insurance has increased from 25 to 50 per cent. Wages have increased at least 25 per cent; rents 50 per cent and taxes are also higher because of larger and more varied stocks which are necessary in order to meet uptodate demands. The merchants should endeavor to see how much profit they can make in place of how cheap they can sell goods.

Advices from Eastport state that the packing of American sardines is virtually ended, although the season has yet several weeks to run. Scarcity of fish and the high cost of oil have compelled nearly all of the factories to shut down at this early date.

U. S. Metal Polish

POLISH
Qts. .....$3.00 per doz.
Pts. ..... 2.00 per doz.
½ Pts. ... .90 per doz.

PASTE
1 lb.....$3.00 per doz.
½ lb. ... 1.75 per doz.
3 oz..... .50 per doz.

Barkeeper's Friend Powder, gr., $18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.

Clerk's Corner.

ENCOURAGE THE CLERKS.

How Merchants Can Stimulate Trade and Help His Men.

"The clerks will be as a rule what their employers make them," said a well-known grocer to "The Inland Grocer." "We keep an account here with every salesman to show the sales made by him, and another account showing what department of the trade he has given more assistance to. It works out well, encouraging competition among the clerks and among the departments.

"On Mondays, when not much is doing, we have special sales, the object of which is to familiarize our customers with special lines of goods. One week we had a special sale of woodenware, including clothes-lines, wash-boards, tubs, brooms and brushes. Every assistant was expected to call the attention of the customers to the woodenware department.

"The order clerk on his route and delivery man on his rounds was encouraged to talk woodenware, and the sales, the first day we tried it, were astonishing. A very large percentage of customers who would not have thought of their need of something in that line, on its being suggested to them would think of some item of which they were in need and give us an order. We kept a record of sales made and gave each assistant credit for his work.

"In a subsequent week we had a sale of farinaceous goods—beans, rice, hominy, grits, cornmeal and so on. They sold in increased volume.

"The next week we tried California canned fruits. For this we opened a few cans and gave customers visiting the store a chance to see and taste them. We took orders for them by the dozen instead of by the can, as had been the rule.

"We showed, on another Monday, canned vegetables—little string beans the size of a toothpick and just the thing for garnishing; petits pois and Maine corn—giving people an idea, as many of them never before had, of the variety and delicacy of dozens of items obtainable in cans.

"It was the best advertising we ever did and put the clerks on their mettle. They found that they could develop sales in any line if they once made the effort, and, knowing that we were crediting them with every sale they made the effort.

"We never let a week pass, nowadays, unless it is the holiday week, without a Monday sale, and we are training up the best lot of clerks we ever had.

"The thing to do is to let the clerks know what the goods are and to encourage them to pass the information along to consumers. Both need to be informed, and there is no suggestion as good as the personal word."

FIVE-DAY MAIL SCHEDULE.

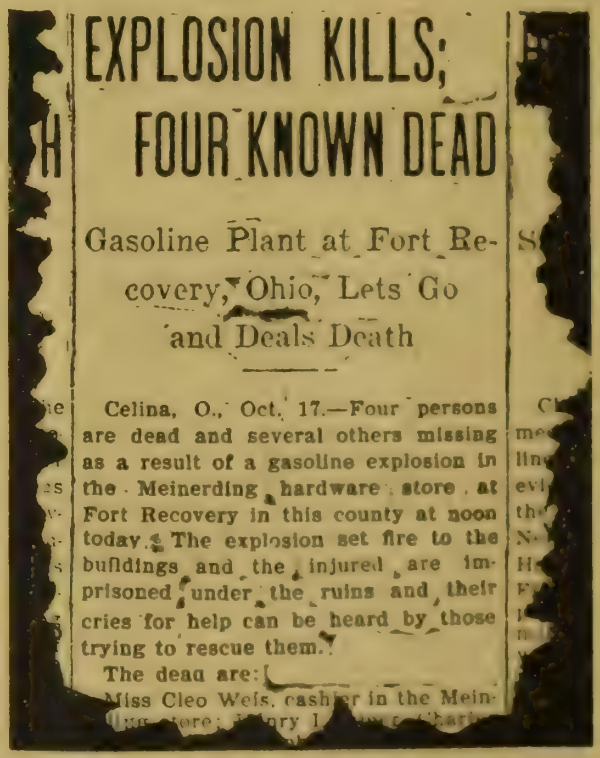
The fast-mail service that has been maintained between this city and New York has been discontinued, and hereafter letters will be five days on the road instead of four. Mail that has been leaving here at 11 a. m. on Monday has been arriving in New York at 9:30 a. m. on Friday. Hereafter it will arirve there at 9:30 a. m. Saturday, a difference of 24 hours. The mail between New York and San Francisco will be carired in four days' time.

SOURCE OF "O. K."

The term "O. K." does not spring from an easy spelling of "all correct." It is Choctaw. There is in that language a word "okeh," which means "it is correct," or "I agree or approve." "Okeh" was in common use among whites who had dealings with the Choctaws more than thirty years before the Van Buren campaign. It was a convenient expression where parties understood each other's language imperfectly and was used to mean "I understand you and approve of what you say," or "I understand your statement and vouch for its correctness."

While the pack of asparagus in California this year was disappointing, from present indications that of 1907 will prove even shorter. The floods of June and July submerged at least 2,500 acres of asparagus beds, much of which will require replanting before they can again become reproductive.

A Bowser Would Have Saved Four Lives



EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Mein-

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our Catalog BB fully explains our gasolene outfits.

Send for it today. A request to P. O. Box 386, San Francisco, California; will receive prompt attention.

S. F. BOWSER & CO., Inc.

Fort Wayne, Indiana.

MAY FIX PRICES.

American And Foreign Courts Agree As to Rights of Manufacturer.

The decision rendered by Judge Monroe in the case of Grogan vs. Chaffee was very unexpected, says J. F. Paulding in his "Merchants Report." Practically every decision rendered within the past three years has been in favor of the manufacturer. Judge Monroe acknowledged the right of the manufacturer to establish retail prices and also stated that a manufacturer had a right to refuse to sell a cutter, but he could not see his way clear to grant an injunction to prevent a man from acquiring goods in a roundabout way and then selling them at any price he saw fit.

How such a decision could be harmonized is hard to say. At least we have found no one who could see how a judge could grant a manufacturer the privilege of establishing prices and refuse to grant protection against a party who would slaughter the goods, after the price was established by buying of outside parties.

More Decisions.

Another decision on the right of a manufacturer to control the price and manner in which an article may be sold by the retailer has been found in the case of Hartman vs. Jno. B. Park & Sons Co., S. 145 Fedral Reporter 358, where the United States Circuit Court for the eastern district of Kentucky holds that **manufacturers** have the right to refuse to sell to any dealers that refuse to maintain their established price and that **the wholesaler** can refuse to sell goods to a retailer who refuse to maintain the established price.

Foreign Ruling.

A similar ruling has been made in Great Britain and now France gets into line upholding the right of the manufacturer in that regard. It is a good thing for the honest dealer who now has some protection against the pests known as "cutters" who never do any good for themselves and always injure others.

Commenting on this subject the Food Law Bulletin has the following:

Emphatic French Decision

"A resume of a case recently tried before the Commercial Tribunal of Rouen (France), says the National Druggist, is a case in which a manufacturer brought suit against a large department house for breach of contract in that they had sold articles of his manufacture and bearing his name at a price lower than he had fixed upon them. The decree of the court was sweeping, and in favor of the manufacturer on all points in controversy. It declared for the right o f the manufacturer of a special article not merely to fix the price below which that article shall not be sold, but to put any other restrictions upon its sale that may seem right and just to him, and declared that such action was not against public policy. It awarded him heavy damages, both actual and exemplary and imposed upon the defendant company the costs of the entire litigation."

This decision of the French court is exactly in line with those that have been rendered by the courts of Great Britain and the United States whenever the question has been raised of the right of the manufacturer of a proprietary article to fix the price thereon.

There is a remarkable similarity, too, in the language used by the French judges and that of our own judiciary in declaring and upholding this right.

In answer to the plea that "what a man buys and pays for, is his, to do as he pleases with," the tribunal said: **"Our French jurisprudence cannot admit this,** but it does specifically assert that **what a man makes is his own, to do with as he pleases.** He may sell it, or may not sell it; **he may by contract put any restrictions on its subsequent sale at retail that he pleases,** and the law will see that these restrictions are faithfully observed and carried out, so long as they are not contrary to public policy."

In reply to the plea that such regulations were in restraint of trade, "and hence against public policy," the French judge declared that if a manufacturer of a preparation wants to restrict the trade in that proprietary, it is his business and not the public's."

Our American jurists use very similar language in treating of these points, declaring that a man **"is at liberty to sell or refuse to sell, as he pleases, whether the refusal rests on reason or is the result of caprice."** Another decision (Judge Russel, in U. S. District Court, St. Louis) says "it is lawful for a manufacturer to fix a retail price.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

YOU

Can Address

MORE GROCERS

For

LESS MONEY

Through

THIS SPACE

Than by

Any Other Medium.

AMUSEMENTS.

COLONIAL THEATRE.

"In the Bishop's Carriage" is in its last nights at the Colonial Theatre. There has been no lessening in the popularity of this beautiful play. Frank Bacon and the Colonial Stock Company will return next week, when they will produce "The County Fair."

PARK THEATRE.

The Ellsford Stock Company is presenting "My Yankee Girl," with Miss Johns in the title role. This is a story of the West and is full of startling episodes. The staging of this is very clever. It is to be followed next week by "New York Day by Day."

CENTRAL THEATRE.

It would seem as if San Francisco would never tire of Kolb and Dill, and of their interesting production of "In Paris." This production is now songs have been introduced and the production still holds the interest of large audiences.

THE CHUTES.

The numerous attractions at the Chutes still continue to draw large audiences. There have been many [illegible] added to the "Down the [illegible]," the various scenic [illegible] and the [illegible] moving picture scenery. The vaudeville show offered by the Orpheum is of the usual excellence.

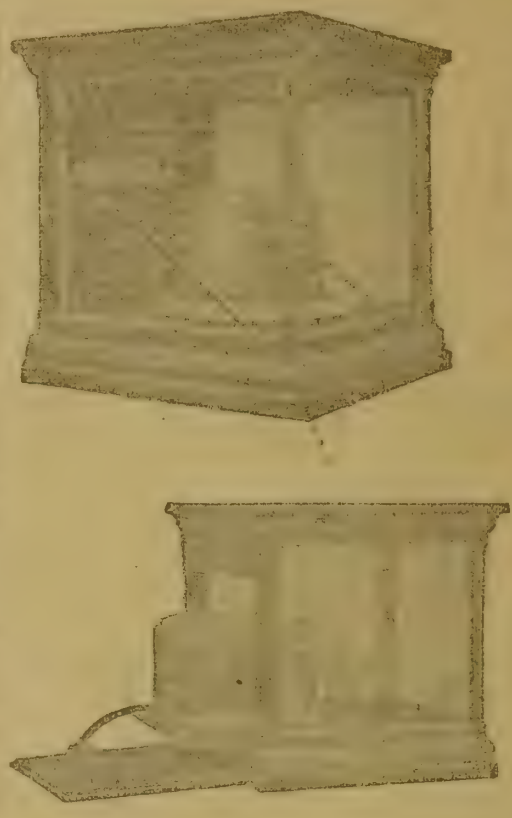
According to what is characterized as a carefully compiled estimate, the pack of tomatoes in Indiana this season aggregated 1,337,330 cases, which would make it the largest pack in that state on record.

In England, while the annual consumption of beer and whisky has declined during the past six years, the people are becoming still greater tea drinkers, the imports of tea for home consumption having been for the first seven months of 1906, 175,767,[illegible] pounds, an increase of over 10,000,[illegible] pounds for the same period of 1905.

While the pack of asparagus in California this year was disappointing [illegible] it [illegible] will prove even shorter. The floods of June and July submerged at least 2,000 acres of asparagus beds, much of which will require replanting before they can again become reproductive.

Baltimore oyster canners are not in a position to supply any large demand should they be called upon to do so, according to reports from that market, as they cannot get the raw stock for canning because of its scarcity. The market is said to be threatened with a serious shortage of cove oysters this winter.

What? Only 50 cts. for the Automatic Cheese Cabinet!



"No." The interest on your investment for a year will only amount to this much. The loss that you will convert into gain and the profit on increased sales will pay this outlay in one week. This is an absolute fact. Other grocers have tried it with the same result. You must try the Automatic Cheese Cabinet to fully appreciate its value. Think of the many advantages when you adopt the modern methods of displaying goods and at the same time add to the appearance of your store.

Cheese cutter cabinets will accomodate any of the computing cheese cutters.

Catalogue No. 1 tells you all about them. Yours for the asking.

American Specialty Mfg. Co.

P. S. Beck Hardware Co., 691 Mission St., San Francisco, Cal., are our representatives for the Pacific Coast.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camembert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 418

1235-1267 Battery St. San Francisco, Cal.

Friends **Friends**

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

$1,000.00

Guarantee of Purity Protects

ALPINE

THE QUALITY

CREAM

THE BEST AND IT IS THEREFORE THE CHEAPEST

FLAVOR (It is **Free From the Cooked Taste.** That is found in other Evaporated Creams.

QUALITY (Its richness in butter fat is Proven by its **GOLDEN GLOW.**

PURITY (The Retailer is Protected in Handling **ALPINE. CREAM** by our $1,000 **GUARANTEE.**

The Product of Experience

THE ORIGINATOR OF EVAPORATED CREAMS—MR. J. B. MEYENBERG —WHOSE LIFE WORK, FOR NEARLY 25 YEARS PAST, HAS BEEN PERFECTING EVAPORATED CREAMS.

Gives His Personal Supervision

To the Production Of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, DEC. 14 1906. VOL. 11, NO. 49.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH

Mixes with water instantly

Advertised Everywhere



OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brililant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

50 Clay Street, San Francisco, Cal.



EVERY DETAIL OF YOUR BUSINESS

You want a system that takes care of EVERY DETAIL of your BUSINESS from the time the GOODS are PURCHASED until they are SOLD and the MONEY is in the BANK

You want a SYSTEM that will tell you at ANY TIME, without the loss of time, the TOTAL OUTSTANDING Accounts

You want a SYSTEM that shows YOU your BILLS PAYABLE at a glance. In other words, you want to KNOW ALL about your BUSINESS.

You can get these RESULTS with the McCASKEY TOTAL FORWARDING SYSTEM. Our Booklet of Information is FREE. Write to-day.

THE McCASKEY REGISTER CO.,
Alliance, Ohio.

Mfrgs. of the famous MULTIPLEX Duplicating Sales Slips, also Single Carbon and Folding Pads

Wm. A. Hawley, 1212 Gough St., San Francisco, Pacific Coast Agent. Agencies in all Principal Cities.

M·J·B·Coffee

WHY PACKED IN TINS ONLY?



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast Co.

To think about a fact raises it.

We are thinking about the Grocery Business all the time.

A Schilling & Company

INDEX TO ADVERTISERS

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb, 50 Clay St.
W. A. Hawley, 1212 Gough, San Francisco.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita.
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros., Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COCOANUT.

Franklin Baker Co., John H. Spohn Co., Agents.

COFFEE, TEA, ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi, Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 26 Stewart St.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary [illegible]
Globe Grain & Milling Co., [illegible] and Montgomery. Phone, West [illegible]

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg. Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parcell's Safe Co., 523 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duffie, Agt., 1482 Market.

SOAPS.

"Sapollo," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.

SODA WATER.

[illegible]

SUGARS, ETC.

[illegible]

TEA AND COFFEE BAGS (Air Tight).

[illegible]

TOBACCO.

[illegible]

VINEGAR WORKS.

[illegible]

WHISKEY

[illegible]

WOODENWARE.

[illegible]

WHOLESALE GROCERS.

[illegible]

YEAST.

[illegible]

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Remember---The National Pure Food law

Goes into effect January 1st.

For Prompt Delivery

"CALIFORNIA HOME BRAND"

Pickles

Gauge and Count Guaranteed.

"CALIFORNIA HOM EBRAND"

Catsup

Free from artificial coloring or filler.

"California Home Brand" Products are **Guaranteed** to comply with the requirements of **All Pure Food Laws.**

Pacific Vinegar and Pickle Works

General Office, 161 Sacramento St., San Francisco, Cal.

OTHER SOAPS HAVE ADVANCED.

SAN FRANCISCO, CAL., Nov. 28, 1906.

Mr. Dealer:

All indications point to a big advance in the price of Soap.

"Lenox" Soap is cheap now—would still be cheap if it cost you 50c. more per box.

TODAY'S PRICE IS $3.00 IN LESS THAN 5-BOX LOTS.
2.95 IN 5-BOX LOTS AND UPWARD.
2.90 IN 10-BOX LOTS AND UPWARD.
2.85 IN 25-BOX LOTS AND UPWARD.
2.80 IN 50-BOX LOTS AND UPWARD.

Compare with the price of other Soaps and then take into consideration the fact that "Lenox" outsells all others and is therefore easier for YOU to sell, and besides, remember that Proctor & Gamble stand back of the quality.

Keep Well Stocked Don't forget you may assort "Ivory"—"Lenox"—"P. & G Naptha," and get the quantity prices on all three.

BUY TODAY THROUGH YOUR JOBBER. DON'T WAIT FOR OUR SALESMAN—HE IS BUSYTAKING ORDERS.

Yours respectfully,

KELLEY-CLARKE COMPANY,

Agents Proctor & Gamble Co.

THE

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., DEC. 14 1906. No. [illegible] No. [illegible]

THE

RETAIL GROCERS ADVOCATE

Published Every Friday by the
California
Retail Grocers' and Merchants'
Association.
AARON H. POWERS,
Editor and Manager

TEMPORARY OFFICE

San Francisco—1714 Webster Street.

Phone: West 3067

SUBSCRIPTION PRICE:

One Year.....$2.00
Six Months.....1.00
Single Copies.....10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

MOLASSES—
Only a half crop is reported from New Orleans. Prices must advance materially.

MAPLE SYRUP—
There may be an actual dearth of these goods before the new crop next spring.

RICE—
Firmness continues.

PRUNES—
It will be only prudence to secure a full season's supply before the turn of the year.

EVAPORATED APPLES—
The Eastern market continues to advance.

PEANUTS—
Eastern advices anticipate marked advances before next season.

CANNED SALMON—
Scarcity and higher prices are now generally looked for.

AMERICAN SARDINES—
The trust announces that prices will be advanced on January 2d.

LOBSTERS—
Are once more plentiful.

OYSTERS—
The highest price known is being paid for raw supplies in Baltimore.

SUGAR.

Decline—On Tuesday, Dec. 5, there was an advance of 5 points and on Saturday, Dec. 8, sugar declined to $4.55, with beet 20c less.

New York, Dec. 12.—Raw sugar is quiet at 327-32 for 96 deg. centrifugals, a decline of .03c from last week.

The Advocate Alone.

Represents Grocery Interests of the Pacific Coast in a Unique Way.

No other grocery paper has the wide circulation of the **Advocate.**

The **Advocate** is the only grocery paper with a general circulation in San Francisco, Oakland, Alameda and Berkeley in which are about one-third the grocers of California.

An Association "Black List" reaches a few hundred San Francisco grocers once a month. The **Advocate** reaches nearly every one of these and several hundred more every week.

In Southern California, Portland, Seattle, Tacoma, and Spokane, there are papers that have a local circulation and the "Trade Register" of Seattle has also a wide circulation among brokers, jobbers and men interested in the salmon industry throughout the world.

The **Advocate** is very widly circulated in all these fields.

In addition to this, the **Advocate** reaches the grocers of other territory tributary to the Pacific Coast.

Grocers are interested in the paper that represents retail grocery interests and is owned by grocers.

They are interested because they know that every department is edited to advance their interests and not the interests of any outsider.

OUR PRICE LISTS.

Each Department Carefully Covered by Well Known Firms.

Thirteen pages of this issue of the **Advocate** are devoted to price lists. A glance at the Index on Page 2 will show how thoroughly the grocery field has been covered.

We intend to present to our readers the most complete and compact list of its kind available.

Each department of our lists will be checked up and corrected each week by reliable, well informed firms.

The prices quoted must, of necessity, be the "long" prices since we must quote the prices asked of dealers of average credit and for average quantities. At the same time these prices will serve as a guide to those able to buy to the very best advantage.

We would be pleased to receive from our readers suggestions as to changes and additions in our Price Lists.

Christmas decorations are costing more and more this year, and there are articles which can be profitably handled by a grocer, especially one in a small town or in the country.

Grocers Profit.

Many Securing Advantage From Association Efforts.

Grocers all over California, members and non-members, are getting better profits because of the work of the State Grocers' Association.

Grocers all over California members and non-members are getting the benefit of the laws secured by the State Grocers' Association.

Benefits are to be secured by the individual as he helps in securing the good will between grocers as a class.

By becoming a member of the State Grocers' Association the merchant is enabled to protect many members—and himself.

He learns [illegible] and profits.

He is enabled to help [illegible] the advantage he gets.

The man who thinks it [illegible] refuses to help [illegible] others would not be if left [illegible] a little of what he might and [illegible] with the development of [illegible]

STATE DIRECTORS.

Will Confer In San Francisco on Thursday Evening.

A meeting of the [illegible] State Grocers' Association is to be held on Thursday evening, Dec. 20, at 1714 Webster street.

Matters of much importance [illegible] will be taken up.

BRANDENSTEIN BUILDING.

One of the most substantial buildings in San Francisco is to be erected for H. J. Brandenstein & Co. on the property known as [illegible] Market and Battery streets. The [illegible] will have a frontage of [illegible] feet on Battery and [illegible] feet on Market street, [illegible] entirely of reinforced concrete. The [illegible] will be occupied as [illegible] and the basement will extend [illegible] the property line. The [illegible] will be [illegible] and will be [illegible] the concrete, which will make the building [illegible] possible to [illegible] commenced in [illegible] will be completed in [illegible]

WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the **Advocate** should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and the privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed_____

Address_____

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal
First Vice-President.
J. R. Newberry—Los Angeles, Cal.
Second Vice-President.
Fred Dresser—Portland, Ore.
Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt
Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

NATIONAL CONVENTION.

Maine, New Hampshire and Massachusetts will be represented at the National Convention at Dallas, Tex. in January.

The matter of funds is being seriously considered. National Secretary Wm. Gray comes out with the proposition that the grocers must either pay the per capita tax, accept donations or disband.

They won't disband.

The only way to get the per capita tax is to go after it.

We ought to get the trade press, the organizers and the secretaries together at Dallas and see if we can't find some practical plan of raising the per capita tax.

The trade press, working in harmony with the organizers, could raise it.

This ought to double their circulation.

The trade press created the national association, and the trade press can put it on its feet financially.

PACIFIC CREAMERY CO.

Los Angeles, Dec. 7—This company has purchased an evaporated cream factory at Tempe, Ariz., and will operate it as a branch plant.

ASSOCIATION NOTES.

Walla Walla, Wash.—A banquet and smoker was given Friday evening last week at the Masonic Temple by the merchants of Walla Walla, at which about fifty members of the association were present. The occasion was the visit of J. J. Higgins, representing the state association, who was the guest of honor and delivered an address dealing with measures proposed to be introduced before the next legislature by the State Retail Grocers' Association.

Boston, Mass.—The Boston Grocers' Association have voted in favor of inviting the next national convention to come to Boston. Mayor Fitzgerald pledges the co-operation of the city bureau of publicity in presenting the claims of Boston. The Boston grocers will send a good delegation to Dallas, Texas, to help capture the next convention.

Minneapolis—The Retail Grocers' Association has definitely decided to incorporate. It is said at the majority of the members and officers of the association that more effective work can be done as an incorporated body. Incorporation will be effected soon after January 1 1907 and will be in the sum of $10,000—1,000 shares of stock at $10.00 each.

N. BIBO RETURNS.

Mr. N. Bibo has returned to San Francisco after an extended trip through Colorado Arizona and New Mexico. He has instituted a brokerage and commission business with headquarters at 1250 Sutter St., and at Grants, New Mexico.

It isn't enough to buy space in your local newspaper and fill it with carefully considered words about your goods.

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents
50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Schillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B. (M J Brandenstein & Co.) Bay cities price, 1 lb.	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb.	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte, $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.15; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

UNIFORM PRICES.

How They Help Consumers as Well as Dealers.

The advocates of uniform selling prices are not necessarily advocates of fixed higher prices. They simply desire to have all goods sold for what they really are, full weight and measure, and at prices, fluctuating as the market fluctuates, that will guarantee to each and every dealer a living margin of profit.

Price cutting is a determent and an injury to the trade in general with no real benefits, in the aggregate, to the consumer, for, while the "cutter" cuts prices on some articles even below cost, he intends to make up for this in higher prices on others or in misrepresentations, short weight or other devices. The result is that other cutters slash prices on the same and on other articles and the whole trade soon becomes demoralized, with widely varying prices, and inferior goods masquerading as the best .

H. Bier & Co. are still complaining about the delay in arrival of consignments and state that so far as they are concerned there has been no improvement in freight conditions.

Mr. J. S. Parry reports that he is doing an excellent business in his stores on O'Farrell and Post strets, respectively.

Daniel I. McGee is operating a cigar store on Fillmore St., between Geary and Post, where he is doing a very satisfactory business.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cushing, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

November, 1906.—Monday, the 5th, and Monday, the 19th.

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

EXPENSE AND PROFIT.

Points for Consideration in Winning Success.

Before incurring any expense, every merchant should ascertain what proportion of his general expense it is liable to represent, and whether it will probably be beneficial, injurious or doubtful.

Many minor merchants cannot be said to keep books according to any recognized system, but simply compare their daily receipts with their expenditures in order to find the amount of their profit. Most of those who adopt this plan cut down everything that they possibly can, even of their absolutely essential expenses.

Such necessities as lighting and cleaning should never be overlooked. No prudent storekeeper ever attempts to reduce them below reasonable limits. Those foolish men who practice economy beyond the point named are extremely shortsighted, because their methods are almost certain to drive away some of their best customers.

Not only ought the gross expenditure to be well known, but also the individual expense incurred in relation to each article or operation that comes within the scope of the business. Useless expense cannot be too rigidly tabooed, and those items of expense that help a storekeeper to gain more trade cannot be too intelligently arranged, but they must not be unduly curtailed.

A serious error made by many minor merchants is the way in which they fix the price of their goods. Some increase the cost by a certain sum, thus obtaining upon some articles a profit of fifty per cent, while on others they do not make more than eight per cent. As a general principle, this is not fair to the customers as a body, although in some cases it may be unavoidable.

Would it not be far more reasonable to say, "I try to arrange the prices on all goods in such a way that I shall make a profit of between twenty and twenty-five per cent upon everything that I sell?"

This plan would result in a reasonable return to the storekeeper and would avoid a considerable number of complaints from customers.—Lawrence Sewell, in the "Inland Grocer."

SEEDED PRUNES NOW.

Selma, Cal., Dec. 8—T. H. Elliott, manager of the Selma Fruit Co., has invented machinery for the seeding of prunes and is now assured that the process will be a great success as he is packing prunes now. A carload has been shipped to Boston. Orders are being sent in now because of sample packages of seeded prunes which were presented to Eastern wholesalers early in the season.

TEA NOT "PROVISIONS."

The Supreme Court of Massachusetts has ruled that tea and coffee are not "provisions" within a statute of that state which prohibits peddling without a license, but excepts the sale of provisions from the operation of the act. The court also held that a statute which permits the sale by peddlers of agricultural products of the United States without a license but forbids unlicensed sales of agricultural products of other countries is a regulation of commerce within the constitutional provision giving congress exclusive power to regulate commerce.—Interstate Grocer.

When a man finds himself feeling a positive aversion to his work he ought to make an effort to get into some other line, for he will be better satisfied after the change and by all precedents will make a bigger success than if he sticks to the old distasteful line.

YOUR EVERY WANT IN

PAPER

Can Be Supplied by

A. Zellerbach & Sons

Temporary Address

421 JACKSON STREET

San Francisco Cal.



HUNTER

BALTIMORE

RYE

FINEST
PRODUCT OF THE STILL
THE AMERICAN GENTLEMAN'S
WHISKEY



CHAS. M. REYNOLDS, CO.
Agents for California and Nevada.
San Francisco, Cal.

U. S. Metal Polish

POLISH

PASTE

3 oz..... .50 per do

U. S. METALLIC POLISH PASTE

J. T. WILSON,
Pacific Coast Agt.

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Christmas comes next.

Make the old goods move.

There is an olive scarcity.

Make December a hummer.

Hustle hard for holiday trade.

Cured apricots are sold out.

Work up a boom for your store.

Advertising's always seasonable.

The Irish mackerel market is firm.

Success knows no eight-hour law.

Win individuality for your store.

Keep the deadbeat on the dead run.

Keep your clerks feeling on their mettle.

Irish fall mackerel catch is reported small.

Never for a moment forget collections.

Genuine Maine canned corn's getting scarce.

Window dressing that attracts attention pays.

Canned string beans are strong and may go higher.

Get in line for the national convention at Dallas, Texas.

The seasonable goods are the ones it pays best to push.

Take advantage of discounts. They are a source of profits.

The French sardine catch is reported the smallest on record.

Don't forget the delivery horse and the boy that drives him.

Give lanterns, lamps, wicks, etc., a push in your advertising.

The right kind of advertising assures a prosperous business.

"If your business isn't worth advertising, advertise it for sale."

In the holiday rush don't forget the dead beat—Push collections.

Dynamite, lunatics and women should be cautiously handled.

Hands busy with good work are not likely to be seared by doing evil.

In order to avoid leaks, there must be a system that will locate them.

A cheese trade is worth having, but you can't build it up except on merit.

Make the salt fish department a winner. Carry good stock and display it.

Fresh fruits make one of the most attractive window displays possible.

Don't imagine you're too busy to study the problems of store advertising.

We can never ascend the ladder of success by sneering at the progress of others.

Canned fruits are practically "cleaned up" excepting some free peaches.

Keep after the coffee and tea business. These two items are among the mainstays.

The wheels of the collection department want to be kept well oiled all the time.

Eastern reports continue to tell of the small supplies of boneless codfish there.

The man who fails to name prices in his store ads loses 75 per cent of their value.

Gallon tomatoes are one of the strongest items in the whole list of canned goods.

Right now until Christmas Eve there ought to be a liberal use of printers' ink.

It won't hurt a bit if there's some "over-time" work done in the collection department.

The canned tomato market is stronger because stocks left in canners' hands are light.

A real, live, active secretary is a mighty good thing for a grocers' association to have.

The fall catch of macherel on the Irish Coast is reported to have been almost a failure.

Each satisfied and well-pleased customer means engaging an unpaid advertising agency.

Since soap is neither drug or food, this article isn't touched at all by the national food law.

Canned peaches of the higher grades are reported to be getting exceedingly scarce in Baltimore.

Discipline in the store is more important than the average retailer appears to consider it.

Wichman, Lutgen & Co.

INORPORATED

Importers and Wholesale Liquor Dealers

Sole Proprietors

GILT EDGE

WHISKIES

RYE AND BOURBON

Temporary Office and Warehouse

Cor. Everett and Harrison Avenue, Alameda

Near Park St., Draw-bridge.

Ready to Fill all Orders.

A few packers control the bulk of the unsold prunes and the situation is therefore very firm.

When you get a lot of slow-pay people on your books it usually takes hard work to get them off.

There is no use in trying to strike an average on honesty. The article must be simon pure or it is spurious.

News from the tobacco-growing districts in Russia indicate the tobacco crop is likely to be of average proportions.

Ged rid of the "stickers." Nearly every store has some in stock, and often it requires heroic measures to move them out.

Simplicity in all window trims should be the main factor, for when too many goods are piled in a window the effect is confusing.

It is useless for you to spend any money in newspaper advertising or letters unless your store is attractive to the people when they come.

Oregon French prunes are practically sold out of growers' hands and the same is reported of Italians. A further advance is predicted.

A circular, well written and illustrated, if good cuts are obtainable, ought to produce good results if issued a few days before Christmas.

The statistical position of imported sardines is extremely strong, as there is a scarcity not only of one, but all descriptions of foreign packed fish.

Salt fish is a strictly seasonable item of groceries. At this time of the year every piece of advertising done for the store should mention salt fish prominently.

A statistician has figured it out that every inhabitant of London eats 173 pounds of potatoes in a year, while a Parisian consumes on an average only forty-nine pounds a year.

Forgetfulness is a bad thing for a retailer to be afflicted with. A man who's too busy or who has a poor memory should always carry a memorandum book in his pocket.

French sardine market is extremely strong. One authority says: "If goods were sold on the basis of today's cost they would show an advance several dollars above normal."

When slow-pay people seem unwilling to come around and settle up it's a good plan to show them that you will not be imposed upon. They will pay if gone after in the right way.

Prunes, because they usually follow evaporated apples up or down in price, are called the "running mate" of apples. The tendency on both at present seems decidedly upward.

It behooves the country merchant to be prepared for the holiday trade early. A lot of business is going to go to somebody and no live retailer wants to be caught unprepared for the rush.

Quite a lucrative business, it seems, is done in Japan in the exportation of frog skins for purses. The works controlled by a Tokyo merchant have exported as many as 130,000 skins in less than a year.

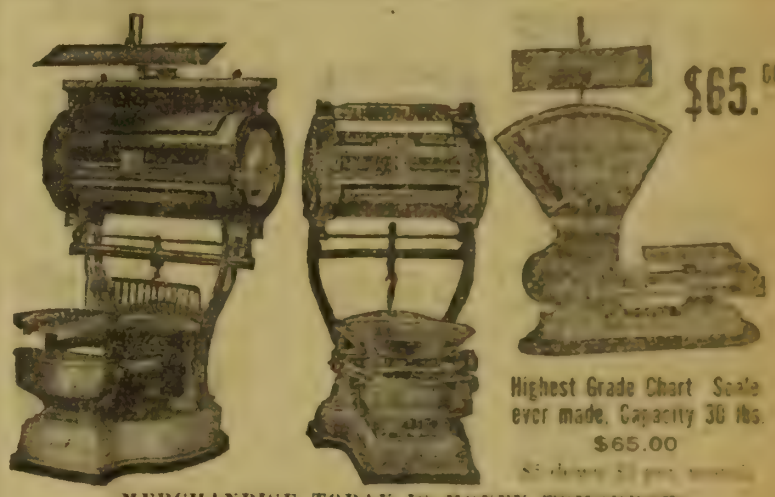
Argimbau & Ramee says: "There seems to be no abatement to the demand for foreign fruits and nuts, and we are rushing shipments, sold to arrive as fast as landed, buyers being anxious to get their goods."

The molasses market is showing a great deal of strength just now. All advices from New Orleans note conditions are exceptionally strong, giving promise of a continuation of firm prices for a long time to come.

Don't worry if you are not good looking. You look all right to your friends. The best looks on earth could not make you look good to your [illegible] and those who are not interested in you don't know how you look.

To be really fond of one's [illegible] profession or business [illegible] same—makes it easier to give one's best efforts and talents to it. When it goes against the grain to do a [illegible] task it is unlikely that [illegible] be performed well. To be fond of the game you're playing is to find it much easier to win.

Sardines and cove oysters are [illegible] in the list of scarcities now. [illegible] ticians say the Maine [illegible] about a million cases [illegible] Baltimore oyster [illegible] dering where they are going to get off with their contracts for [illegible] they, up to the present time, [illegible] been unable to get enough [illegible] for canning purposes to relieve the scarcity.



MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE **Scales**

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights — no levers — exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

Clerk's Corner.

LOYALTY AMONG CLERKS.

A Quality That Increases a Helper's Value Greatly.

Many of the large department stores in this country issue a set of rules with which every clerk is expected to familiarize himself. When a new man enters he isn't talked to in a fatherly manner and told what he ought to do. The whole business is strictly formal and when he gets his printed "don'ts" and "dos" he gets in line or he quits. In all these large establishments there is a man who has charge of the hiring of the help of the entire establishment and any one who has seen the long line of applicants is brought forcibly face to face with the fact that he himself is not "it"; there are others—many, many others.

SELLING A KICKER.

When a customer complains, hear him patiently. Wait until he has told his whole story, and then, instead of arguing the case, make peace and allow him to feel that you are his friend.

A farmer is unfair very often, but it impossible to settle a kick by arguing.

A fight may relieve your mental pressure, but it never sells goods or enhances your bank account.

Did you ever notice the tact of a successful salesman?

He listens attentively, laughs with you, sympathizes with you, and then quietly settles all and talks about the next contract. Before he leaves, he has your order. That is business.

Dealers must become salesmen.

The trusts and mail-order houses are advertising, writing letters and making personal solicitations while many retailers are sitting still. The way to defeat this strenuous competition is to adopt the tactics of the traveling salesman and visit your trade regularly.

Make friends with the farmer, his sons and the hired man. Establish friendly relations, handle good goods, and hustle.—Farm Machinery.

START TRADING STAMPS.

Los Angeles Grocers to Enter Premium Business on January 1st.

As has been threatened for six or eight months, the Merchants' Exchange and the Retail Grocers' Association are preparing to embark in the trading stamp business January 1st.

A complete set of premiums has been purchased and is en route.

A room adjoining the Exchange roms in the Tajo Building has been secured, where the different articles will be on display.

The Association announces that its reason for going into the stamp business is based purely on a policy of self-protection.

"We have fought the stamp busines for years," said Mr. Paulding, commenting on the new move, "and we have not been able to stamp out this nefarious business which cuts into the profits of the retailer. We therefore have determined upon a new policy—that is, we propose to fight fire with fire.

"We will give premiums at exactly what they cost us, that is to say, the merchant who pays $2.00 for a stamp book is assured that his customers actually will receive a present that cost $2.000, not a present that cost $1.00 and upon which we place a fictitious selling price of $2.00. We therefore have something to offer that no other stamp company can offer, as all others are operated for profit.

"The money for launching this enterprise comes from the treasury of the Association. To prove our assertion that the business is not operated for profit, we will pay $2,000 in cash instead of a premium to any one returning a book. Thus we hope to drive the stamp companies out of business. As soon as this is consummated, we will close our stamp concern."—Commercial Bulletin.

CLEVER ADVERTISING SCHEME.

The merchants of Aberdeen, S. D., have a unique way of advertising They have used their ingenuity in constructing large box kites to the strings of which streamers are attached on which are printed the advertisements in large letters. They are taken all over the town and seen by every one. This is certainly an original idea, and one which is attracting much attention.

COLLECTING BAD DEBTS.

An east side grocer, with numerous bad debts on his books, has adopted a plan for making his slow patrons come to time that is both original and effective. The grocer has a large cardboard in his store window on which is written the names of those having aged accounts with the statement that he needs money and will take 90 cents on the dollar for the accounts.

After allowing the first notice to remain in the window one week, the grocer replaces it with a second notice, stating his monetary needs are very great and that now he will take 75 cents on the dollars for the accounts. At the end of the second week he reduces his price to 50 per cent of their face value. By this time, if his bad debtors have failed to settle, he replaces the last card with another announcing that he will accept sealed bids for the accounts. He says that he has used this plan for the past year and that in every instance but one his backward debtors came in and settled in full rather than undergo the humiliation of having their names posted indefinitely in the grocer's window.—Portland, Ore., Journal.

Advices from Baltimore say: "The fall packing season for Cove oysters in this market has opened with about the smallest supply of the raw material available in many years, and the scarcity at the Gulf points has sent to this market a demand that cannot be met except to a small extent—a wonderful contrast to the old times when Baltimore supplied nearly the world."

NEW CROP

RICE

Carloads arriving every day

Buy Direct

W. T. WELISCH & CO., Rice Factor.

Monadnock Building, San Francisco, Cal.

Attracting Trade.

CHRISTMAS SUGGESTIONS.

Visions of Christmas presents are now before the people. It is now time to put into operation your plans for gathering in holiday trade.

The merchant who gets out and presents his line in the right way is going to capture the plum.

What are you doing in the way of advertising?

Got the right kind of space in your home paper? Have you the proper style of copy? Have you spoken to the printer about getting up the advertisement tastefully and with a border, etc., and in the right kind of type?

All these things count. Get an early start. You haven't much time to spare.

Goods should be in your show windows now, and much of all that you have ready for the buyers.

Fix Up the Ads.

No use in just saying in your ads: "Christmas goods of all kinds at Brown's!"

Such won't bring you business.

Give prices, and tell how low the prices are and how good the goods are.

Have your advertisement so divided as to give a space to different kinds of goods, and be sure that you have some good illustrations, and some prices that will talk. Then be sure that you have the goods in stock, and that when prospective buyers come, have the right kind and sufficient help to wait upon them.

See that your clerks don't misrepresent, and that they treat every caller courteously.

Deliveries Are Important.

If you deliver goods, see that deliveries are promptly made, and that in each package there goes out a circular telling of other bargains.

Now should be your harvest time. Everybody who has money expects to spend a goodly share of it. If you do not get it, your competitor will, or perhaps the mail-order house.

Don't neglect advertising right off if you haven't already started in.

Tell your patrons that you can secure for them any kind of goods that they want if you should happen to not have what is inquired for in stock.

Your jobber will take special pains to put up a small order for you if you tell him that there is need for it and will try to assit you all he can.

TO CAN PEAS, ETC.

Oakdale, Cal., Dec. 8.—G. J. Lange, president of the Lange Canning Co, arrived in Oakdale from Euclaire, Wis., a few days ago to commence the building of the plant in South Oakdale. Mr. Lange says that the orginal plans had been changed and to the pea canning industry it has been decided to add the canning of fruits, pumpkins and vegetables generally.

GROCER WINS OUT.

F. W. Jack, a [illegible] recently brought to account a number of [illegible] and [illegible] according to the evidence of Mr. Jack's lawyer [illegible].

Mr. Jack [illegible] on this official. James [illegible] for the alleged shooting at and pursuing a female [illegible] an account of this [illegible] at the time in The Grocer's Advocate.

[illegible] to time, and at last Mr. Jack appeared at [illegible] county, for trial last Saturday.

[illegible] in any way to connect Mr. Jack with the violation of the game law and it so developed. Rea, although he swore to the complaint last August, swore at the trial last Saturday that he knew nothing about it and that he was not within [illegible] miles of the place at the time.

Rea had not an ounce of evidence to justify any arest. Mr. Jack is prepared to swear that Rea, last August, while in San Jose serving the papers on him advised Mr. Jack to plead guilty and get off with a light fine of about $50.

Pleading guilty to such a charge as that did not look good to Mr. Jack, so he informed the "officer" that should the fine be only a measly five cent piece, and it cost a thousand dollars to fight it, he was ready to fight it to a finish.

It did not look as though it was a trial in court they were looking for.

In all probability [illegible] will go [illegible] several trials.

Suit is to be brought against the Game Commissioer and Mr. Rea, as its hireling, for $299 damages. Rea is also to be brought to trial for perjury.

PROGRESSIVE YOUNG MERCHANTS.

Moeller & Wurzbach, who have a store at 4th Ave. and Pt. Lobos have opened another establishment on 13th Ave. between Californ[illegible] the heart of the re[illegible] They sell meats, candies and delicatessen as well as groceries. They report good business.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal.

PAINLESS
DENTISTRY



[illegible]

Van Vroom
1501 Fillmore, cor. O'Farrell
San Francisco, California
Too Hot at Sixth and Market



JAMES GEDDES & CO
Pac'fic Coast Agents for
THE STANDARD SCALES,
Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.
431-433 LARKIN ST.
San Francisco, Cal.

IT WILL PAY YOU.

Retail Grocers Can Better Trade Conditions by Joining the

Associated Retail Grocers

OF SAN FRANCISCO

WHOSE OFFICERS ARE AS FOLLOWS:

OFFICERS

President - - Beo. B. Doyle
1st Vice-Pres. - - J. S. Irvine
2nd Vice-Pres. - - J. W. King
Treasurer - - J. F. Schomer

DIRECTORS

Herbert S. Elliott, Jos. A. Stulz
P. A. Buckley, Gus. F. Lehrke
B. A. Schmidt
Secretary - Frank B. Connolly
Field Secretary, J. J. Cusack

WHAT IT DOES.

HELPS EVERY MEMBER—

Its Field Secretary, Mr. J. J. Cusack, will call on each member, at least once each month, and learn what the Association can best do to benefit that member.

DISCOURAGES UNFAIR WHOLESALERS—

As soon as a member reports that a wholesaler or manufacturer is selling to his customers, the Field Secretary takes the matter up and, if necessary, all the grocers of California will be called upon to stop the unfair practice.

SECURES BETTER PROFITS—

By joint action with the grocers of the other Bay cities, the various flour mills were induced to refuse to supply trade pirates. The organization will enable grocers to act together to advance the sale of those goods the price of which cannot be cut.

COLLECTS BAD BILLS—

A special firm under $5,000 bond, collects the bad bills of members. The time of the secretary is not taken from the Asociation for this work.

Members can secure full information about any person who applies to open an account and the cost will be nominal.

BETTER LAWS—

By working with grocers' associations in other cities, we have already secured several valuable laws. We expect more at the legislature that convenes in January, 1907.

TRADE ABUSES—

We are organized to enable our members to secure the help of their fellow grocers in securing the abatement of trade abuses.

If you have not already joined, send in your name.

ASSOCIATED RETAIL GROCERS.
Temporary offices, 1714 Webster St. Phone West 3067

HOW THEY HELP.

Summary of the Accomplishments of One Retail Association.

The secretary of a local retail grocers' association in New York State, after nine years' work, give sthe following summary of the work accomplished:

First—We have practically eliminated the "dead beat." He has been corralled in our town. Not that we do not lose any accounts whatever, but we have reduced account losing to a minimum.

How does 1-10th of 1 per cent loss on a business of $30,000 strike you? One of our grocers reported that his losses last year was 1-20th of 1 per cent.

Second—We have established a system of credits, which gives valuable information pertaining to the probably paying ability of every new customer. This is another thing every "good" retail grocers' association may do for the grocer.

Third—The bringing competitors in trade together, not simply in the association organization, but in actual friendly fellowship—the kind of fellowship that really does something to help each other along in business. Can you imagine a grocer helping his competitor? Can you think of grocers coming together and giving business information to one another that will save them dollars and cents in their business? That is what a "good" grocers' association will do.

Fourth—Bringing grocers face to face with the fact that all their material interests are in common; when one suffers, all suffer; when one grocer's business is disturbed, all are disturbed; all are prosperous, or not prosperous together. A "good" grocers' association will cause its members to recognize this fact.

Fifth—A "good" grocers' association will drive out the trade ticket and the premium schemes.

Sixth—A "good" grocers' association will stop price cutting, and put a reasonable profit on every article.

Seventh—A "good" grocers' association will regulate the kind of goods its members sell. It will agree to specify some kinds of goods, as soaps and cereals, the members do not want to put in stock, and will save them hundreds of dollars in unnecessary stock.

Eighth—A "good" association will see to it that their interests are protected by having passed city ordinances, restricting the huckster, the peddler, and the enforcement of ordinances and laws for their mutual profit.

Ninth—A "good" grocers' association will help the grocer by using its influence to elect members of Assembly and State Senators, who will pass or amend State laws in his interests, like the garnishee law, or the woman's liability bill.

Tenth A "good" grocers' association will help the grocer in national legislation through the National Grocers' Association, and will bring him in touch with every other grocer in the United States."

"FORGET IT."

There are many clerks—especially young ones—who are always thinking about "a raise."

"It's about time I was getting another raise. Guess I'll strike the old man Saturday night."

Perhaps they get it. It isn't more than a few months before they get the "raise" idea again. "If the old man won't give me a raise next months I'll quit him."

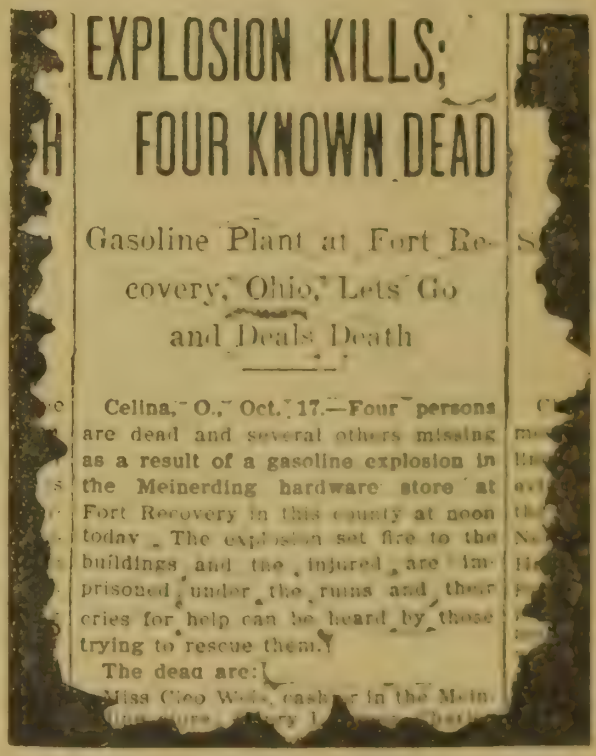
Do clerks of this type get ahead fast? Never.

[illegible] the clerk who instead of [illegible] thinking how to do his work better, how to make himself valuable to his employer, who gets ahead. The raises come to him when he is thinking of something else. As he acquires the "raise" because of such persistent exertions that he regards them as a matter of course.

Don't get the "raise" habit. Make yourself worth a "raise" and you'll get it, in plenty of time.

Shipments of raisins from California for the season to January 1st [illegible] exceeded 40,000 tons. The year ends January 1st, it is estimated that fully 45,000 tons will have been shipped.

A Bowser Would Have Saved Four Lives


EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our Catalog BB fully explains our gasolene outfits.

Send for it today. A request to P. O. Box 386, San Francisco, California, will receive prompt attention

S. F. BOWSER & CO., Inc.

Fort Wayne, Indiana

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
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FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, Dec. 6—Willett & Gray report:

"There are 18 centrals grinding in Cuba this week as against none last year. The total stock in Europe and America is 187,680 tons less than last year at the same date. The firmer tone and tendency of the raw market noted last week has continued until the close of the week. Under the influence of more centrals grinding and larger offerings, the refiners withdrew from the market and now demand 1-16c decline for each month. Cuba cables give fine dry weather for crop making and new centrals starting work daily."

New York, Dec. 4.—M. G. Wanzor & Co. report:

"The market is strong since the refiners are unwilling to take the chances that would be incurred in waiting for new crop Cubas to get down to the price at which they usually buy, and therefore they have been meeting the quotations demanded by the owners. The change in the plan of the refiners was caused by the report from Cuba regarding the unsettled labor conditions. Lower prices will follow the heavy shipments during the first months of next year."

MOLASSES.

Long Syrup Refining Co. reports:

"This year's molasses crop is only from ⅓ to ½ a normal crop. All kinds of molasses will be higher and of inferior quality."

New York, Dec. 4.—The American Molasses Co. of New York, reports:

"The receipts of new Crop Molasses at New Orleans since Sept. 1st, shows a shortage of 50 per cent. The market at New Orleans has advanced from 3c to 4c per gallon since buyers are over bidding each other to fill their requirements. All grades of foreign molasses have advanced. There is a good market for foreign molasses at high prices and higher prices are predicted in the near future, since foreign molasses are now relatively cheaper than Louisana. Black-strap and the lower grades are unchanged although stocks are the smallest on record."

MAPLE SYRUP.

Middlefield, Ohio, Nov. 30—Robinson & Co report:

"Owing to the food laws which go into effect January 1st there is a brisk demand for pure maple syrup. It is only a question of a very short time when there will be none to offer until the new crop next Spring. We handle the bulk of all that is made in this section and prices are very firm and cannot help but advance."

TEA.

New York, Dec. 7.—The "Journal of Commerce" says:

"Cables from China announce the closing of the green tea season, with 13,000,000 pounds the top estimate as against 15,387,000 pounds last year. A cable regarding the Foochow Oolong crop states that estimates make the outturn not over 55,000 packages, compared to about 120,000 packages last year. The market is quiet at present, as is to be expected at this season. The market as a whole is firm, with every indication of continued and increasing strength with any improvement n the demand."

New York, Dec. 4.—John B. Brown & Co. report:

India Teas. The offerings at London Public Auctions during October were 27,000 packages against 19,000 packages during the month of October 1905. It is a strong sign of the power of the demand in the fact that all of the tea was taken by the trade so promptly and at firm prices. The average of India teas sold during the month was at 11½c lb. against 11c. for October of 1905.

Ceylons. The offerings at London Public Auction during October were 94,000 packages against 107,000 packages during the month of October 1905. The average of prices for the month was 13c. against 17c for October of 1905.

Green Ceylons. The market at Colombo remains unchanged.

Pingsueys—Prices in China today 2c lb above the New York market. The stock in hand at Shanghai is of

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

an undesirable character and of some kinds the stock of undesirable teas is quite large which later on must have a depressing effect on prices.

Country Greens—The strong demand which seemed to be in evidence up to and through the first part of the season, slackened somewhat during the first part of October, but during the latter part of the month a brisk demand from London caused an unusually good trade, probably all speculative, as it was all from London.

COFFEE.

C. E. Bickford reports under date of Dec. 8:

"This market has been featureless since our last circular, November 5, and quotations remain practically unchanged, due to the extreme scarcity of Central American coffees here, all grades of which are urgently needed. The first parcels of the new crop were immediately taken at very full figures. A brisk demand is certain to absorb all nearby arrivals and will continue to so do until dealers' running requirements are more than temporarily supplied.

"The New York market has shown a persistently downward tendency, spot No. 7 Rio receding ¾c and No. 4 Santos ⅞c during the past month, with heavy receipts at the Brazilian ports and necessarily increasing visible supply."

New York, Dec. 6.—Willet & Gray report:

"The Government of San Pablo owns about 1,000,000 bags of coffee, which is not for sale. Strong capitalists in Europe hold a similar amount of coffee as an investment in view of the recent low price and the excellent prospect of better values in the future. The ready availability of capital to carry coffee, shows that stocks of coffee are not considered burdensome. The light liquidations in Europe and America have put coffee prices on a very healthy basis. Long interests are encouraged by the fact that the crop movement must diminish materially and that the ensuing crop is so poor."

New York, Nov. 30.—M. J. Brandenstein & Co. report:

"On account of the large receipts in Braizil and on account of December liquidation, options have sold off and have touched a new low record. The receipts to date are about three million bags more than at the same date last year and same date two years ago. However, on account of the prosepects of the new crop being a short one, also on account of high Brazilian exchange and the assitance of the government in purchasing several million bags of this year's crop, we think the market a safe one to purchase on and especially to purchase desirable selections at present prices."

RICE.

New York, Dec. 7.—The "Journal of Commerce" says:

"The demand is rather quiet, and is likely to continue so until after the Christmas trade is out of the way. The undertone holds about steady. In the South markets are firm, with the mills offering sparingly owing to the curtailed supplies of rough. Farmers are in good position to await better market and indications favor higher prices before long."

New Orleans, La., Dec. 5.—Delancey Evans, U. S. statiscian says of the 1906 rice crop:

"We had a drouth of about seventy-three days during the early summer. This had a tendency to injure the crop. This was followed closely by floods which affected the entire rice belt and damaged the product considerably. Following this came three severe storms, one shortly after the other, and these damaged the crop more or less. I hear all kinds of doleful stories concerning the crop, and I hear a great many speak of the bright prospects. For my part, I believe the crop to be good, taking into consideration the fact that there have been so many calamities occasioned during the time the crop was being prepared for the market."

New York, Dec. 4.—Dan Talmage's Sons' Co. report:

"There has been a fair demand during the week, holiday coming in as somewhat of an interruption to the steady movement. On account of scarcity, the higher styles are held firmly. On the lower and medium grades, there is more opportunity for selection, although any large movement would quickly reveal the comparatively light supply of these, also. Japan sorts are in good request with much better assortment, covering all grades at relative prices.

"Advices from the South note quiet conditions on the Atlantic Coast. Prices held firmly and as receipts are

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

much less than last year, outlook is for steady appreciation of values. At New Orleans market is strong and desirable parcels find ready buyers at full figures. In the interior—Southwest Louisiana and Texas—demand has been seasonable, but little improvement is noticeable in way of prompt shipping facilities. Rough rice is held by planters at prices which the millers claim are too high compared with current values of cleaned.

"Cables and correspondence from abroad note quotations on cargoes of old crop withdrawn for the season, and nothing has been offered on anticipation of new crop. Hence, markets are strong as consumptive demand reduces such stocks as are at hand."

DRIED FRUIT.

There is an advancing market. Every variety grows scarcer from day to day, forcing those lines largest in supply a notch higher in price.

PRUNES.

During the next couple or three weeks there may not be very much activity in this line owing to the regular lull common to all lines at this season of the year. Authorities whose integrity is unquestioned, declare that less than ten per cent of the 1906 crop is left on this Coast unsold and that 3,700 carloads have already gone East and elsewhere. In spite of such heavy shipments, that territory is still crying for more, and the chorus is materially strengthened by the strong demand from England and Germany. The 400 cars still unsold in California are all that there is left to supply the world for ten months, and it is not very hard to see that such a state of affairs must effect the prices of holders, whether first or second hands. To give you an idea of what New York is paying, just a couple of days ago the market there on California prunes, Coast shipment, f.o.b. basis, was, 5 cents for 30s, 4 cents for 40s, and 3 cents for 50s.

New York, Dec. 7.—The "Journal of Commerce" says:

"The demand for 30s, 40s and 50s prunes, both for immediate and prompt future delivery, continues, and the market on these sizes is firm. Sales are making for Coast shipment on a 5c f.o.b. basis for 30s, 4c basis for 40s and 3c basis for 50s, but the orders are not numerous nor large. It is hard to get straight carloads of either of the two larger sizes, and increasing difficulty in finding sellers of straight 50s is reported. The smaller sizes are neglected and the tone of the market is easy, though no offerings for forward shipment from the Coast are made on less than a 2⅞c f.o.b. bag basis so far as can be learned."

RAISINS.

Most of the holiday purchases having been made and delivered, there is a lull in this line, though there is no sign of weakness. There are so few left unsold that there is not enough business passing to influence prices. One authority states that 6¾ cents has been paid for raisins in the sweat-box during the past week.

EVAPORATED APPLES.

New York, Dec. 4.—Delmarle Bros. report:

"The market continues to advance rapidly on evaporated apples, and it is difficult to obtain sufficient goods to fill the wants of buyers. December-January sold at 8¼c, 8¼, and today the market is strong at 8½c, at which price a fairly large quantity has been sold. The majority of evaporators are now closed, and what stock remains in the hands of dryers is held firmly and it would not be surprising to see a continued advance."

CURRANTS.

Athens, Greece.—U. S. Minister John B. Jackson reports:

"The currant crop of 1905 was 238,916,706 pounds, which was about 14,000,000 less sthan in 1904. America took 1-6 of this and Europe ⅙. Greece retained about 86,000,000 pounds, most of which were used for making alcohol. Schools and show rooms have been opened where people are shown how currant alcohol can be used instead of petroleum for cooking, lighting and heating purposes."

IMPORTED FIGS.

New York, Dec. 7.—The "Journal of Commerce" says:

"The supply of imported figs is in excess of the demand (which has been restricted) because of very large offerings at auction, and pressure to sell inferior goods, which make up a large part of spot stocks."

CRANBERRIES.

Botson advices are to the effect that the Cape Cod crop of cranberries will exceed that of 1905 by at least one-half.

$1,000.00

Guarantee of Purity proves it

Alpine

THE QUALITY

Cream

THE BEST and it is therefore the CHEAPEST.

FLAVOR.—It is free from the Cooked Taste that is found in other Evaporated Creams.

QUALITY.—Its richness in butter fat is proven by the LABEL ON EVERY CAN.

PURITY. The Purity is guaranteed by labelling ALPINE CREAM in our Sealed Cans only.

THE PRODUCT OF EXPERIENCE

The Originator of Evaporated Creams—Mr. J. B. Meyenberg—who has been for nearly 25 years past has been perfecting Evaporated Creams, gives his personal supervision to the production of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc., Macaroni, Cudahy, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, Carson Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone, Private Exchange 418

1235-1267 Battery St. San Francisco, Cal.

OLIVES.

Barcelona, Spain, Oct. 27.—U. S. Consul-General B. H. Ridgley reports:

"The crop relatively small will be of excellent quality. In connection with this subject it may be interesting to know that the exportation of Spanish olives amounted to 7,644 tons in 1905, as against 7,245 tons in 1904 and 7,592 tons in 1903. In Andalusia there will be one-third of the usual crop, and of fine quality; Urgel, full crop, and of good quality; Tortosa, one-fourth of the usual crop, of good quality; Ampurdan, one-half crop, and of inferior quality; Mallorca, one-third of the usual crop, and of average quality. From this forecast it would appear that only about one-third of the usual marketable crop is to be counted upon. The majority of the forecasts, however, indicate a two-thirds crop."

WALNUTS.

New York, Dec. 6.—The "Journal of Commerce" says:

"The situation in imported walnuts is peculiar. For the first time in years, if ever before, Grenobles comamnd a lower price in this market than Marbots. The quality of the Grenoble crop this year is far below par, owing to unfavorable weather in the section from which these nuts come. On the other hand, the quality of the Marbots and Cornes, which latter variety also seem to be given preference over Grenobles by American buyers, is said to be exceptionally fine. The quantity of these, however, is inadequate to requirements, and the consequence is a strong and advancing market."

Fullerton, Cal., Nov. 28.—E. R. Amerige reports:

"Recent heavy rains have practically brought the walnut season to a close. There will be no nuts left over this year."

PEANUTS.

St. Louis, Mo., Nov. 30.—The St. Louis Edible Nut Co. reports:

"There has been an effort on the part of the cleaners to buy all the peanuts they could get and the farmers to get as much as they could possibly sell at. The result is prices in the last four weeks have gone, for farmers' stock, from a range of 3c to 5½c. The quailty of the new crop is so very poor that the amount of hand picks which can be made from them will be very small. It looks to us now that hand picks will have to sell before the first of the year at 7c and jumbos at 8½c, and we believe before the season is over that a 10c price will prevail."

ALMONDS.

Cantania, Sicily, Oct. 25.—U. S. Vice-Consul J. Ritter reports:

"The receipts of the new crop at Catania began at the end of August and continued regularly until the middle of October, when they fell off owing to a sudden decline of prices. It is estimated that the arrivals from inland parts of the Satania consular district to seaports during September and October amounted to about 25,000 bags of 100 kilos each (kilo eqauls 2 1-5 pounds), and about 15,000 bags may be considered to be still in hands of inland producers and dealers. Consequently the crop would fall short of the estimates made in the spring. During the summer months the prices remained high, but were driven up still more during September by speculators."

BEANS.

Beans are good property if one is to judge from the market from day to day. Sellers seem satisfied with the prospects to such a degree that very few concessions are heard about.

EASTERN BEANS.

Morrice, Mich., Dec. 1st—The F. M. Towner Co. report:

"Beans are not moving as freely now as they did, owing to the bad roads and to the fact that farmers who had to sell have sold, and the beans still in the country are now in strong hands."

CANNED VEGETABLES.

Tomato packing is well over for the season and present figures for 2 1-2 lb. Standards, from first hands in car lots, range from 85 to 90 cents, with very little passing at the former f ure. Gallons are equally strong $2.90 to $3.00.

Asparagus is commencing to come the center of interest, but t indications are very discouraging far as the size of the pack is concer ed. You will remember that l summer that section motsly devot to asparagus culture was largely de astated by the overflow from the S Joaquin and Sacramento rivers, a as a result the area upon which to pend for a supply of the vegetal was materially lessened. It loo very much to us as the higher pric than those of last year must preva

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"The Modern Milkman"

PRICES UNCHANGED

Pacific Coast Condensed Milk C

Seattle, Wash.

JOHN H. SPOHN CO.,
Agents, San Francisco, Ca



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

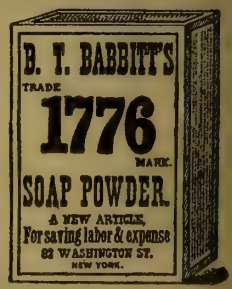


B. T. Babbitt's
Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

We are told by packer friends that growers are holding out for 5 cents per pound for the vegetable as it runs. This is higher than for years past. Then, too, box shok is much higher more money for cans this year.

CANNED TOMATOES.

New York, Dec. 11—Heavy sales by weaker holders of tomatoes have developed the strength of the market. They are now offered at 92 1-2c. f. o. b.

New York, Dec. 7—The "Journal of Commerce" says:

"The market for 3-lb. standard tomatoes is strong with an upward tendency. Packers feel that the condition of supplies warrants higher prices, but the advance is held in check by the attitude of buyers in refusing to pay the prices demanded, except against absolute immediate necessities. Actual business, therefore, is confined to sales of occasional carload lots at 92½ f. o. b. for strictly standard stock of 1906 packing. Some old goods are offered at 90c. f. o. b., but seem to be given little consideration by buyers here. Two pounds are held firmly at 80c. f. o. b. and offered sparingly at that. So far as can be learned there are no gallons obtainable from first hands, and the quotation of $3.50 is nominal, applying only to such small lots as jobbers may be willing to release."

New York, Dec. 5—The opening prices for 1907 tomatoes have been fixed at 80c. f. o. b. factory for 3-pound standards.

CANNED CORN.

Waterville, Me., Dec. 4—The total pack of corn in Maine this year will run behind last year's pack by 500,000 cans. This season's pack is only about 600,00 cans, as against 1,100,000 cans last year. The price of the product will be advanced a little in the wholesale price, it is said, but this probably will not affect the retail price.

West Poland, Me., Dec. 3—Fernald, Keene & True report:

"There is very little corn left in the State, in fact, so little that it is hardly worth mentioning. While no price has been made on future goods, we anticipate an advance, as all the material which goes to make a can of corn has advanced except the corn itself. The Pure Food Law has been of great benefit to Maine packers, and very little if any corn is now packed outside the State and sold as Maine corn."

CANNED PEAS.

New York, Dec. 3—The "Journal of Commerce" says:

"There is a steady demand for peas to fill in stocks, but buyers find their choice of offerings steadily lessening, and that with each fresh purchase they are asked to pay higher prices. The cheapest goods that show desirthough a day or two ago a car of large but tender peas sold at $1. The able quality are now held at $1.05, demand for futures seems to be in abeyance during the holiday rush."

CANNED SALMON.

Seattle, Wash., Dec. 8—The "Trade Register" says:

"The traps in North River have ben washed out. It is estimated that $5,000 cases of salmon have been lost in consequence, as there was a fine run of Silver Side on at the time."

New York, Dec. 6—The Journal of Commerce says:

[illegible] Alaska Salmon is generally held at $1.15 on the spot though some holders might accept $1.10 a dozen less. The demand is on the lowest possible order and of limited proportions. Other grades of salmon are scarce and firm.

New York, Dec. 4—The Journal of Commerce says:

"In a letter to his Eastern correspondent one of the largest handlers of salmon on the Pacific Coast confirms the information that red cohoes in tins and half-pounds are cleaned up scarce there and firm at $1.60 and $1.00 f. o. b. respectively, while a few falls are to be had at $1.15. He adds: We sold out all our Cohoe falls the other day at 90. We have a few Cohoe halves left from which we have been lately supplying other packers at 75 net. In fact, these are the only half-pound Cohoes offered on Puget Sound today. There were [illegible] cases of chums packed and they sold as fast as made at 70. There is not a case of salmon on Puget Sound that is unsold except what is deliberately held back from the market by the owners thereof. The situation therefore is exceedingly strong. We have 5,000 to 6,000 cases left at 70, that go to 80c at any moment."

"In regard to the Alaska salmon situation the writer of the letter quoted from says: The Alaska Packers Association, Kelley-Clarke Company and other salmon packers on the Pacific Coast have less than 30,000 cases, most of which is in the hands of the first two. Our stock is now less than we anticipated.

Only Absolutely Self Cleansing

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



MILL IN THE WORLD.

Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market Today.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

ly ship to England and is being held expressly for that market. The A. P. A. stock also is less than the quantity they annually ship to England and is likewise being held for that market. As soon as the English market opens, which will be just as soon as the Alaska Packers' Association and the Kelley-Clarke Company get ready to name prices there, these two factors will not then have any more red Alaska salmon for the United States trade.

"'In other grades of Alaska salmon, medium red and pinks are all sold. You will better realize what the statement means when we tell you our holdings of pinks amounted to 100,000 cases. We opened our market at 75c and sold the last 30,000 cases at 80c. Medium red flats are held at $1. We have 2,000 to 3,000 case from one packer, who is anxious to clean up. The above is the entire story, prologue and all, of the salmon situation as it is today. There is nothing further to add, except the writer's prediction: Red Alaska salmon, season 1907, $1.05 to $1.15 talls basis.'

"Refering to the prediction of an opening price of $1.05 to $1.15 made by the writer above quoted, a representative of prominent salmon packing interests said yesterday that while it was too early to say anything positively as to opening prices on next year's pack of Alaskan salmon, it is certain that they will be higher than last year. The cost of packing will be approximately 15c a dozen more than in 1906 because of the higher cost of boxes, tin and labor. 'Figuring on an increase in cost of about 15c a dozen,' he said, 'you can readily see that the price must necessarily be much higher than last year. I look for $1.10 as the minimum and $1.15 as the maximum price on Alaska red salmon at the opening of next season. It should be remembered that when the price on the 1906 pack of Alaska salmon was made the packers had to take into consideration that there was a considerable carry over from 1905 in the hands of jobbers and speculators. The 1907 pack will come on a practically bare market and the demand at the opening of the season will consequently be greater than it was last year. Then, too, it must be remembered that the output of the Alaska canneries is becoming more and more the mainstay of the market. The days of Columbia River and Puget Sound salmon are numbered, and, like the pack of outside rivers and bays, will soon cease to be a factor in the market. You and I will live to see the time when Alaska will furnish the only important suply of canned salmon. The Puget Sound and Columbia fisheries will furnish no more than the fresh fish and pickling trades can handle.'"

AMERICAN SARDINES.

New York, Dec. 7—The Journal of Commerce says:

"Packers at Eastport, Me., have announced that on January 2, advances will be made on American Sardines amounting to 10c on oils and 20c on mustards. The pack of 1906 fell about 1,200,000 cases below that of 1905. Fully 65 per cent of this season's output has already been sold, and it is considered highly probable that none of the canneries will open before July 1st, 1907. It is expected that the early spring trade will clear the market."

CANNED OYSTERS.

Baltimore, Md., Dec. 1—D. E. Foote & Co. report:

"The week began with a strong demand for Baltimore Cove Oysters, all of urgent delivery. No circumstances indicate the probability of any increase of raw stock to help the present unsatisfactory situation. We are paying almost the highest cash price on record for raw material."

FISH AND CHEESE.

Wieland Bros. report:

"The catch of Irish Mackerel is, from all reports, a total failure. This has so far strengthened the market on mackerel that all quotations from Norway were withdrawn. Large Norway mackerel are particularly scarce and high in price. Eels and caviare are higher in price on account of short pack. Large, selected Holland Herrings are very scarce, while smaller sizes are plentiful and cheap.

"Market on Martin's cheese is very firm at today's quotations."

New York, Dec. 4—Strohmeyer & Arpe report :

Holland Herrings—While market and prices here are unchanged, the market in Holland shows a decided improvement with considerable better demand and higher prices.

Scotch Herrings—Large fulls are getting scarce.

Irish Mackerel—There is no catch and curers are getting discouraged. There are no stocks here, although they are badly wanted.

Norway Mackerel—Are now held only in a few very firm hands and prices are very high.

Imported Oil Sardines—No change to be reported. Catch in France is over and in Portugal they are only just starting to pack a few fish.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Friends Friends

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

5

Raisins.

	Box	½s	¼s	50lb.
Layers...	3.50	2.75	4.00	....
Layers...	3.00	3.25	3.50	....
Layers...	2.50	2.75	3.00	....
Layers...	1.90	2.15	2.40	....
Layers...	1.80	2.05	2.30	....
Loose...				8½
Loose...				8
Loose...				7¾

Clusters, 1-lb cart doz .....
Clusters, 5-lb cart case .....
nd Sut anas, 50-lb..... 7½
pson's bleached Sult. less, 50-lb.....10½
pson's bleached Sult. less, 20-lb.....11
hed Sult. seedless lb 1.80)..... 9
ess Muscatels, 50-lb es 7
l, 1-lb cart.....10½
l, 12-oz cart..... 8½
l bulk, lb.....10¼

NUTS.

nds, fancy, I.X.L.....17½
nds, choice soft shell ke 16½
ds, shelled, No. 1.....35
nds, shelled, No. 2.....30
nds, shelled, Jordan .....
nds, Jordan, Dom....
ls, 160-lb sks.....16 18
nuts, Italian..... 18
anuts, per 100...4.50 5.00
rts, 175-lb. sk....15 17
uts, California.....4½
uts, Japanese.....4½
uts, Eastern hand ked 6 6½
uts, Roasted..... 8 9
n, polished.....15½-16½
.....
uts, hard shell.....
uts, sft shll, blchd 17-18
uts, sft shll, blchd.....—
ard 6½-7

HONEY.

white sage, 2 5-gal lb ..... .08
t Amber, 2 5-gal tins .... lb..... 7½
t Amber, 2 5-gal tins gal..... ....
t Amber, 20½-gal s, per gal..... ....
t Amber, 2 doz 2-lb s, per doz..... ....
t Amber, 2 doz 16-oz , per doz ....
Diego Sage, 2 doz 'l bot, per doz..... ....
, 2 doz 12-oz, per doz .... b, 2 doz 1-lb glass s, per doz.....1.75
b, 1 doz 2-lb jars doz..... 2.90

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

6

7

Department 5.

JELLIES, JAMS AND PRESERVES.

FRUIT	JELLIES: 2 lb. Extra	JELLIES: 2 lb. Stand	JELLIES: 1 lb. Extra	JELLIES: Tumblers	JELLIES: Ex. Large 1 lb. Glass	JAMS: 2 lb. Extra	JAMS: 2 lb. Stand	JAMS: 1 lb. Extra	JAMS: Tumblers	JAMS: Ex. Large 16 oz. Glass
Apple	1 55	....	1 00	85	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	85	....	1 60	1 35	90	90	2 00
Assorted	1 25	....	1 00	85	1 75	1 60	1 35	95	90	2 00
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	2 00
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	2 00
Cherry	....	....	....	....	....	....	....	....	....	....
Crabapple	1 55	1 35	1 00	85	1 75	....	....	....	....	2 00
Currant	....	....	....	....	1 75	1 85	1 60	95	90	2 00
Damson	....	....	....	....	....	1 60	....	....	....	2 00
Fig	....	....	....	....	....	....	....	....	....	....
Gooseberry	1 55	1 35	1 00	85	1 75	....	....	95	90	2 00
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	2 00
Green Gage	....	....	....	....	....	....	....	....	....	....
Lemon	1 55	1 35	1 00	85	....	....	....	....	....	....
Loganberry	....	1 40	....	....	1 75	....	....	....	....	2 00
Orange Marmalade	....	1 35	1 00	85	....	1 60	....	90	90	2 00
Peach	1 55	1 35	1 00	85	....	1 60	1 35	90	90	2 00
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	2 00
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	2 00
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	2 10
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	2 10

Long's Preserves.

Guaranteed absolutely pure.

(Packed 2 doz. in case)

	Per Doz.
Strawberry, Logan Berry, Blackbeery, Raspberry, Pineapple ,Pear, Fig Cherry	$3.50
Peach, Apricot Plum , Quince, Orange	3.20
Assorted	3.30
Spiced Figs	3.70
½ gal. jars, 6to cs, pr cs	7.50
30-lb pails, per pail	5.00
15-lb pails, per pail	2.80
16-oz. glass jars, 2 dz .to cs, per doz	2.25

Long's Jams.

30-lb pails, per pail	3.75
15-lb pails, per pail	2.00

Standard Jams.

Tumblers, 4 doz. to cs, per doz.	1.10
Tumblers, 2 doz. to cs, per doz	1.10
30-lbkits, per kit	2.20
15-lb kits, per kit	1.35

Del Monte Brand.

2-lb tins, 2 doz. to cs, per doz.	1.95
1-lb tins, 4 doz. to cs, per doz.	1.45

Long's Jellies.

In Crystal Top Glass Tumblers
Guaranteed Absolutely Pure
(Packed 2 Doz. in Case)

All Varieties, per doz	$2 00
30-lbpails, per pail	3 20
15-lb pails, per pail	1.80

Standard Jelly.

Tumblers, 4 doz. to cs, per boz	$1 05
Tumblers 2 doz to cs per doz	1 05
30-lb Kitts, per Kitt	1 10
15-lb Kitts, per Kitt	75

Del Monte Jelly.

2-lb. tins, 2 doz. to cs, per doz.	1 70
1-lb tins, 2 doz. to cs, per doz.	1 20

Cranberry Sauce.

Long's Peerless Brand.

Barrels ,per lb	$0 9
½ bbl. per lb	9½
¼ bbl., per lb	9½
30 lb. Kitts, per lb	10
15 lb. Kitts, per lb	10¾
1 lb. Glass Jars, 2 doz. to case per case	4 50
2 lb Glass Jars, 2 doz. to case, per case	6 50

Standard Brand.

Barrels, per lb	$0 08
½ bbl. per lb	8½
¼ bbl., per lb	8¾
30 lb. Kitts, per lb	9¼
15 lb. Kitts, per lb	10
1 lb. Glass Jars, 2 doz. to case, per case	4 00
2 lb. Glass Jars, 2 doz. to case, per case	6 00

Mince Meat.

Long's Peerless Brand.

Barrels, per lb	$0 11
½ bbl. per lb	11¼
¼ bbl. per lb	11½
30 lb. Pails per lb	11¾
15 lb. Pails per lb	12
1 lb. Glass Jars, 2 doz. to case, per case	5 00
2 lb. Glass Jars, 2 doz. to case ,per case	7 00
5-lb. Glass Jars, 6 doz to case, per case	5 50

Standard Brand.

Barrels, per lb	$0 10
½ bbl. per lb	10¼
¼ bbl. per lb	10½
30 lb Pails, per lb	10¾
15 lb Pails, per lb	11
1-lb Glass Jars, 2 doz to case, per case	4 50
2 lb. Glass Jars, 2 doz to case, per case	6 50
5 lb Glass Jars, 6 to cs per case	5.00

Marmalades.

Bitter Orange, G. & D. 1-lb glass	1 25
Bitter Orange Dundee	1 50
Bitter Orange, Hartley's per doz	2 10
Bitter Orange, Hartley's small	90
Bitter Orange, Hartley's glass	..

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Department 6.

CANNED VEGETABLES

Asparagus

Griffon Extra	
Mammoth	$
Large White	
Medium White	
White Tips	

Beans

Stringless Extra	$
Blue Lake	
Blue Lake gal	
String, 2 lb Ex cut	
Strike 2 lb standard	
String gal Standard	2 25
Lima, Soaked	90

Baked Beans

Fancy Boston	$
1-lb Tall tins	
2-lb Tall tins	
4½-lb Tall tins	
3-lb Tall tins	1 00

Corn

2-lb. Western	80
2-lb Maine	1 15

Peas

Petit Pois Griffon Extra	1 50
2s Extra Fine Sifted	
2s extra sifted	1 15
2s Standard sifted	95

Tomatoes

2s Solid Pack	$1 15
2s with pepper	1 15
2½s Solid Pack	1 95
2½s Solid Pack with pepper	1 95
2½s Standard	95
Gallon Standard	3 00
Gallon Solid Pack	5 50
Gallon, Puree	3 50

Miscellaneous

Artichokes 2½s Griffon	$
Cherries 2s	2 50
Cabbage 2s	90
Hominy Great Western 2s	
Succotash 2s	1 00
Spinach 2s	1 10
Spinach gal	4 50
Beets	90
Pumpkin and Squash 2s extra	90
Pumpkin and Squash gal	2 50
Sauerkraut 2lb Ex Medium	1 15

Department 7.

CANNED FRUITS

Pine Apples.

	Per Doz
2s fancy sliced 2 doz to case	3 00
2s sliced 2 doz to case	2 70
2s shredded 2 doz to case	2 40

Johnson's Columbia

2's sliced 2 doz to case	3 50
2's grated 2 doz to case	3 25
2's grated 4 doz to case	3 25
2's crushed 4 doz to case	3 25
Gal. crushed 1 doz to case	7 50
½ doz to case per doz	1 85
Gal. grated 1 doz to case	7 50
½ doz to case per doz	1 85
2's sliced Bermuda 2 doz case	3 25
1's cooked Bermuda 4 doz case	1 75
2's sliced Singapore 2 doz case	3 25
3's sliced Singapore 1 doz case	3 00

DEPARTMENT 7.
Canned Fruits

9							10	11				12	
3 lb Extras	2½ lb. Extras	2½ lb Extra Standard	2½ lb. Standard	2½ Second	2½ Water	2½ Pie	KIND	Gals. Extras 3-lb. Grade	Gals. Extras 2½-lb. Grade	Gals. Extras Standard	Gallon Standard	Gallon Water	Gallon Pie
2 25	1 65	1 40	1 30	1 15	1 05	1 05	Apples			4 00	3 50		2 65
2 50		1 35	1 25	1 10	1 00	1 00	Apricots	5 75	5 00	4 50		2 75	3 40
							Apricots, peeled						
							Apricots, sliced						
							Assorted						
2 25	1 70	1 45	1 35	1 20			Blackberries			4 25	4 00	3 75	3 40
							Cherries (Royal Anne)						
							Cherries (White)						3 65
							Cherries (Black)			5 25	4 60		3 65
2 00	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 25
	1 60		1 25	1 10			Nectarines						
2 65							Peaches (Yellow)	6 50	5 25	4 60	4 25		
2 75							Peaches (Lemon Cling)	7 75	7 00		5 00		
2 75				1 40			Peaches (Lemon Cling Sliced	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		
2 65			1 55				Peaches (White Heath Sliced)						
7 75	2 25	2 00	1 90	1 35		1 00		7 00	6 25	5 25	4 75	3 75	2 40
						1 00 pld	Pears (Bartlett)						pld 2 15 unpl
2 10	1 45	1 20	1 10	95	90	90	Plums (Green Gage)						
2 10	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 30
2 10	1 45	1 20	1 10	85	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 15	1 50	1 25	1 15	1 05	95	95	Plums (Damson)	5 00	4 25	3 50	3 25	2 55	2 30
	2 00	2 35	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 8.
PROVISIONS.

HAMS.

Eastern Standard, 17-19	.17
Eastern Standard, 15-16	.17
Eastern Standard, 12-14	.17¼
Picnic Hams	.11

Boiled Hams

Skin on	.23½
Skin off	.24½

Breakfast Bacon

Eastern Standard, 6-8	.20
Eastern Standard, 8-10	.19
Eastern Standard, 10-12	.18

English Cured Bacon

Eastern Cure, 8-10	.18½
Eastern Cure, 10-12	.17½

Dry Salt Bacon

Clear Medium Bacon	.14¼
Clear light medium	.14½
Light Belly	.16
Extra Light Belly	.16½
Bacon Backs	.14¼
Bacon Bellies	.15½

Dry Salt Meats

Sides	.13¼
Bellies	.13¾
Backs	.13¼
Fat Backs	.12¼

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ barrels, about 80 lbs	5.00
Kegs, about 25 lbs	2.25
Kits, about 15 lbs	1.25

Pure Leaf Lard

Tierces, about 350 lbs net	11¾
80-lb Wood Tub, 80-lbs, net	12
60-lb Wood tubs, 60-lbs, net	12
50-lb Cans, 1 to a case	12
10-lb Cans, 6 to a case	12½
5-lb Cans, 12 to a case	12⅝
3-lb Cans, 20 to a case	12¾

Compound Lard

Tierces, about 360 lbs, net	
50-lb Cans, 1 to a case	
10-lb Cans, 6 to a case	
5-lb Cans, 12 to a case	
3-lb Cans, 20 to a case	

Suetene.

50-lb Cans	9¼

Department 9.
CANNED MEATS.

ALL PRICES ARE PER DOZEN	¼ - lb 4 Doz	½ - lb 2 Doz	1 - lb 2 Doz	2 - lb 1 & 2 ½	6 - lb 1 Dz	14-lb ½ Dz	1-lb 1 Dz
Corned Beef			1 30	2 40	8 00	18 00	
Roast Beef			1 30	2 40	8 00		
Roast Ribs of Beef, Boneless			1 40	3 50			
Roast Mutton				2 70			
Chipped Beef		1 15	1 90		16 00		
Sliced Beef, in tins		1 40	2 45		17 50		
Sliced Beef, in glass		1 60	2 75				2 75
Brawn			1 40	2 45	8 00		
Compressed Ham			1 60	2 80			
Lunch Tongue		1 85	3 15	6 40			
Lambs Tongue		1 65	2 90				
Sliced Bacon		2 50	2 50				
Sliced Bacon in Glass		1 50	2 60				
Deviled Ham	42½	80					
Potted Ham	42½	80					
Potted Chicken	80	1 50					
Potted Turkey	80	1 50					
Deviled Chicken	80	1 50					
Deviled Turkey	80	1 50					
Boneless Chicken		3 25	5 50				
Boneless Turkey		3 25	5 50				
Veal Loaf		1 00	2 00				
Ham Loaf		1 00	2 00				
Beef Loaf		1 00	2 00				
Chicken Loaf		1 55	2 60				
Chicken Pate and Ham		1 00					
Chili Con-Carne		90	1 35				
Beefsteak and Onions			1 55	3 55			
Hamburger Steak with Onions		1 00	1 75				
Frankfurter Bratwurst			1 90				
Sweetbreads			2 65				
Vienna Sausage		90	1 50				
Oxford Sausage			2 40				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 15				
Corned Beef Hash		1 00	1 55				
Pigs Feet			1 40	2 45			
Lunch Sausage		95		N. 1½	No. 2	N. 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 25			
Tripe				1 75			
Pork Sausage		1 00		2 70			
Stewed Kidneys				2 50			
Pork and Beans, Plain			90		1 45		1 85
Pork and Beans, with tom. sc			95		1 50		1 95

You Help
You Help
You Help
BETTER TRADE
BETTER TRADE
BETTER TRADE
CONDIT
CONDIT
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When You
When You
When You
PLACE AN A
PLACE AN A
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in the
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ADVOCATE.
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Department 10.

FISH AND CHEESE.

Russian Caviar.

	Per doz
cans, 2 doz in case..	$15
cans, 2 doz in case..	7.75
cans, 5 doz in case..	4
cans, 6 doz in case..	2.25
e Label Brand.....	2.10

CHEESE

Foreign and Domestic.

	new
York State Factory	
eddars, June make	18
igs, June make.....	1
er make Cheddards..	18½
er make twins.....	18½
ornia State fac-	
y flats 14	17
ornia State fctry	
ung Americans....17	18
urger, Eastern, lb	17
, imported, lb....	28½
efort, lb.....	40
la, per lb.....	27
apples, Eastern,	
n case, per case.....	3 00
apple, Eastern, 6	
cs, small.....	2 55
and or Edam,	
edium, plain, per	
z	9 50
and or Edam, med	
n, in bladders, per	
z 9 50	10 00
and or Edam,	
rge, plain, doz 10 50	11.00
and or Edam, large,	
bladders, per	
z 11 00	11 50

Fancy

embert, Brie, Roquefort	
d Gorgonzola, jars...none	
nesan C & B, sml bot	
z	3 00
nesan C & B, lge bot,	
z	5 00

Bayle's

mall ½-lb 1-lb. 2½-lb 5-lb	
led Cheese:	
.00, $2.25, $4.00, $5.00, $9.00	
r Dinner Cheese:	
.00, $2.40, $4.00, $4.50, $7.50	
uefort Cheese:	
.00 ,$2.40, $4.00 ,$4.50, $7.50	

SALT FISH

Pacific Codfish

ls, 50lbs each, pr lb...5	
selected, 100 lbs ea	
r lb 6	
eless, 30-lb boxes, lb..6¾	
eless, 40-lb boxes, lb..6½	
eless Stripes, 40lb bxs	
r lb 7	
eless Blocks, 40lb bxs	
r lb.....7½	
eless Tablets, 36 bxs,	
r lb 9	
eless Middles, 60 bxs	
r lb 8	
eless Middles, extra,	
-lb boxes ,per lb.....11	

Eastern Codfish

Georges, 8 fish to cs	$11.00
Georges, 12 fish to cs..	10.00
Cur. Cod, 16, 18 fish	
case	9.50
Cur. Cod ,40 fish to cs	8.00
Geo. Middles, 60 fish.	14.00
Geo. Tablets,36 fish	11½
Geo. Blocks, 40 fish	11½

Shredded Codfish

rdsley's shredded, 2	
oz. in case.....	1.00

Norwegian Mackerel

ater, 200-lb. bbl., 120-	
0 fish 55.00	
ater, 100-lb. ½ bbl.,	
-65 fish 28.50	
1, 200-lb. bbl., 150-160	
h 45	
1, 100-lb. ½bbl., 75-80	
h 23.50	

14

No. 2, 200-lb. bbl., 220-240 fish 37	
No. 2, 100-lb. ½ bbl., 110-120 fish 19.50	
No. 3, 200-lb. bbl., 300-350 fish 28	
No. 3, 100-lb. ½ bbl., 150-175 fish 15	
No. 3, 400-440 fish, bbl.....25	
No. 3, 100-lb, ½bbl., 200-220 fish 13.50	

Irish Mackerel

No. 1, 200-lb. bbl., 200-220 fish .....none	
No. 1, 80-lb. ½bbl., 80-90 fish .....none	
No. 2, 200-lb. bbl., 325-350 fish 20.00	
No. 2, 80-lb. ½bbl., 130-140 fish 8.50	
No. 2, 200-lb. bbl., 475-500 fish 19.00	
No. 2, 80-lb. ½bbl., 180-190 fish 8.00	
No. 1, 10-lb kits, 15-16 fish 1.30	
No. 2, 10-lb. kits, 20-22 fish 1.20	

American Bloaters

Shore Bloaters, 200-lb bbl 115-120 fish.....none	
Shore Bloaters, 80-lb. ½bbl., 45-50 fish .....none	
Extra No. 1, 200-lb. bbl, 120-130 fish.....none	
Extra No. 1, 80-lb, ½bbl. 50-55 fish .....none	
No. 1, 200-lb. bbl., 140-150 fish .....none	
No. 1, 80-lb. ½bbl., 60-65 fish.....none	
No. 2, 200-lb. bbl., 130-140 fish 28.50	
No. 2, 80-lb. ½bbl., 55-60 fish 11.00	
No. 2, 200-lb. bbl., 140-160 fish.....none	
No. 2, 80-lb. ½bbl., 60-65 fish .....none	
No. 2, 200-lb. bbl., 160-180 fish .....none	
No. 2, 80-lb. ½bbl., 70-80 fish .....none	
No. 2, 200-lb. bbl., 180-200 fish.....none	
No. 2, 80-lb. ½bbl., 80-90 fish .....none	

In Kits

Extra Mess, 7 to 8 fish ea.	$2.50
No. 1, kits, 8-9 fish or 15-17 fish $1.50	1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon

King, bbls.....none	
Oregon Silversides, bbls.	13 00
Alaska Red, bbls.....	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits.....	1.00
Bellies, bbls	15 00
Tongues and Sounds, kits 10lb	1 25
Tongues and Sounds, ½-bbls	10 00

New Herring, Pack 1906

Holland, ex. selctd mxd bbls $12.00	
Holland, ex. selected mxd ½-bbl.	10 00
Holland, ex. selctd mxd keg.	1.10
Holland, cheaper grade....	.85
Holland, cheap gr., mxd ner, bbl	21.00
Holland, chp. gr., mxd ner, ½-bb	11.00
Holland ,ex. select Milch-ner, keg	1 25
Holland, ex. select Milch-	
Holland, cheaper grade...	.95
Holland, ex. select Milch-	
Holland, chpr grd, bbls....	17.00
Holland, chaper grade..	1.00
Holland, chpr grd, bbls	
Holland, cheaper grade, ½-bbl	9 00
Labrador, round, 160 fish...	5.50
Pacific, ½-bbl	2 50

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Smoked Fish

Bloaters, Grim, 100 in box	$2 00
Bloaters, Grim, 50 in box	1 25
Bloaters, Clematis	1 00
Yarmouth, 100 in box	
Halibut, chunks	1 00
Herring ,in bxs, Eastr'n..	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins ,doz	1 50
Herring, boneless Beardsley's small, doz	1 00
Herring, Beardsley's Boneless ,vacuum tumblers, 2 doz. in case.....	1 95
Finnan Haddies, lb	15
Moir's Selected Red Herrings, 100 s	1 90
Moir's Selected Red Herrings, 50 s	1 25
Salmon ,peg lb 10	20

Potted Fish

	Per doz
Potted Crab	$1 35
Kipper Paste	1 00
Anchovy and Bloater Paste plain pots	2 30
Ditto, fancy pots	4 75
Yarmouth Bloater Paste	75
Ditto, fancy pots.....	4 75
Kippered Herrings	1 00
Kippered Herrings, Metra	1 90

Canned Fish

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz...	4.00
Anchovies 2 doz. ½ pts. doz	3 00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2 25
Eels, smoked, 1-lb, per dz	2 25
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb, round, per doz.....	2.00
Sardelles, imp., 1-lb tins	4 00
Sardelles, imp in glass	3 00
Sardelles, dom. 1-lb, glas	2 25
Sardelles, Ankers, ½ keg	3 00

Mackerel

1-lb tins, 50 in a case

2-lb tins ,2 doz. in a case	
Gold Label ,1-lb tins ...	1 50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato	2.85
Underwood, 2-lb mustard	2.85
Los Angeles, 2-lb soused	2.75
Los Angeles, 2-lb tomato	2.75
Los Angeles, 2-lb mustd	2.75
Mt. Desert, 2-lb soused	2.25
Mt. Desert, 2-lb tomato	2.25
Mt. Desert, 1-lb soused..	1 25
Blueback, 1-lb, fresh..	1 10

Crescent Mackerel

Soused, 18 oz tins, 4 doz in case ,doz	$1 80
Tomato, 18 oz tins, 4 doz in case ,doz	1 80
Mustard, 18 oz tins 4 doz in case, doz	1 80

Mackerel in Oil.

Bezler's	5 00 4 00
Lemarchand	5 00 7 00

Salmon

Alaska Red, 1-lb tins per doz....	$2 25
Alaska Red, 2-lb ...	none
Alaska Pink, 1lb..	
Alaska Flats 1 lb	
Oregon Red, 1 lb	
Oregon Red 2 lb	
Oregon Pink 1 lb	
Oregon Pink 2 lb	
Oregon Flats 1 lb	
Columbia Riv. ½ tls	
Columbia Riv. 1 lb flats..	none

16

French Sardines

¼s according to quality and size of fish, per case	9 50
½s according to quality and size of fish, per case	13 00

American Sardines

Packed 4 to 5 doz in a case ¼s in oil per case	$7 50
American ¼s in oil per doz	85
American ¼s in oil per doz	1 50
American ¼s in mustard doz	85
American ½s in mustard doz	1 50
American ½s in mustard doz	2 50
American ½s in mustard case	13 00

Sprats

Piloto	4 75 1 00
Medium	6 75 1 50

SHELL FISH.

Abalones

4 doz in cs ,with shells on	6 00

Clams and Clam Juice

	Doz
Burnham's Clam Bouillon pts	4 00
Burnham's Clam Bouillon ½ pints	2 40

Lobsters

	Doz
Red Jackets flats 1s	1.50
Deep Sea Pickles ½s	1.00
Triumph Talls 1s	1.00

Oysters

Oysters	Selects 12 oz	$1 00
Oysters	Selects 6 oz	60
Oysters	Standard 12 oz	90
Oysters	Standard 6 oz	50
Oysters	Standard 4 oz	40
Oysters	Standard 2 oz	25

Shrimps.

Shrimps, picked 1 lb	$1 00
Shrimps in Tomato Sauce 1 lb flats	
Deviled Shrimps 4 oz	1 00
Deviled Shrimps 1½ lb	3 00
Pickled Shrimps 1 lb	1 00

RETAIL GROCERS
Own And Conduct
THIS PAPER.
They
Read It.

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Department 11.

CRACKERS.

Afternoon Tea.....15
Animal 13
Assorted 14
" Extra 14
" Fruit Bar.....15
Apple Bar.....15
Banana 15
Boston 10
Butter Scotch 14
Champion 10
Chocolate Wafer 18
Coco Marshmallow.....17
Coco Taffy.....16
Coco Wafer 17
Cornhill 13
Cracker Meal.....6
Cracknel, plain.....24
Cupid Wafer 16
Currant Cake.....14
Dainty Graham Wafer.....12
Dainty Chip.....15
Egg Jumble.....16
Fig Bar 15
Fried Oyster 16
Fruit Biscuit.....15
Fruit ,Iced 15
Fruit, Sultana.....15
Fruit, Sultana, Iced.....15
Ginger Cake.....11
Ginger Nut 11
Ginger Wafer.....12
Graham 12
Honey Cream.....17
Honey Jumble.....16
Jennie Lind.....14
Lady Finger.....16
La Grand 11
Lemon biscuit 14
Lemon cake 14
Lemon Snap.....14
Lemon Wafer 15
Honey Finger 16
Milk 10
Monitor 10
Nicnac 13
Orange Bar 15
Orange Drop 15
Orange Wafer.....13
Oyster Gem.....9
Palace Mixed 15
Peanut Pretzel.....14
Picnic 8
Pilot Bread 5
Ping Pong 16
Pretzel 10
Pretzelette 10
Raisin cake 13
Saline Wafer.....15
Saloon Pilot.....7
Saloon Soda.....8
Santa Clara.....9
School Boy.....11
Seed Cake.....14
Snowball 17
Soda 7
" Extra 7
" No. 1 cartoons.....8
" No. 2 " 16
" No. 3 " 20
" No. 1 Royal 8
" No. 2 " 16
" No. 3 " 20
Star Butter 10
Strawberry Wafer 15
Sunflower 14
Tourist Lunch.....10
Vanilla biscuit 15
Vanilla snap.....14
Vanilla Wafer.....15
Walnut Cream.....17
Water 13
Wholewheat Pilot.....07

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Department 12.

LAUNDRY MATERIALS.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure.
180 Beaume Strength.

Pints 2 dz to ca, pr doz...$1.55
Qts, 1 doz .to cs. " .. 2.55
½ Gal. ½ dz .to cs " . 4.25

Washing Ammonia

Standard Grade

Pts., 2 doz. to cs pr doz.$ .75
Qts., 2 doz to cs pr doz... 1.25

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs).$2.50 pr dz

Bluing, Ball

Nuremberg, A, ½'s, per lb..34
Do A. D. ½'s, per lb....25
Do A. C. R. ½'s, per lb..21

Crown

German ½s' per lb...12½ 13
Do ¼'s, per lb:...14½ 16
Deschamp's French, 1's per lb.....26½
Do ½'s, per lb....27½

Bluing, Liquid

Sunset, ¼ pts. 3dz to cs..$ .40
Sunset, ½ pts, 3 dz to cs. .60
Sunset, pt., 2 dz to cs.... 1.75
Sunset, qt, 1 dz to cs.... 2.65
Sunset, ½ gal, 1 dz to cs. 4.50

Borax

20-Mule Team, 1's cs of 2 doz.....$2.28
20-Mule Team, 12-oz cs of 4 doz.... 3.60
20-Mule Team, ¼'s cs of 8 doz..... 3.84
(Less 5 per cent in 5 case lots; 10 per cent in 10 case lots.
Cartons, 1's, 2 doz. in bx..09
Lump, 25 lb in box.....08
Powdered, 25 lb in box..08½

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9

Lye.

Tomson's Red Seal, 4 dz to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American 1's 4 doz in cs. 3 05
Babbitt's Lye, 4 dz in cs. 3 05
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1's cs., 4 dz.... 4 00
" 1's, cs 2 dz..... 2 00

Sal Soda

California, sacks.....1 35
California, bbls..... 1.45

SOAPS.

Peet Bros.

Silk Soap $3 00
Ammonia Benzoline 4 00
Cocoa Borax 4 10
Crystal White..... 3 75
Lily White (Floating).. 3 80

Standard Soap Co.

Top Notch, 100 10 oz....$3 50
Sunburst ,100 12 oz..... 3 75
Yellowstone ,100 14 oz.. 3 75
Marigold, 100 16 oz..... 3 90
Thomas' Cool Water, 100 13 oz 4 00
Thomas' Cool Water, 20 13 oz ..... .85
Milo, 100 4 oz. 100 cartoons 6 50
Magno "Floating Borax" 100 10 oz 4 00
Gold Medal Borax, 100 10 oz 5 50
Gold Medal Borax ,20 10 oz 1 15

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Purity, "Floating," 5c size 3 90
Purity "Floating," 10c size 6 25
Purity, "Floating," 10c size, 20 ..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20 16 oz 1 15
Peerless Kitchen ,100 10 oz..... 3 00
Peerless Kitchen, 20 10 oz ..... .65

Miscellaneous.

Miller's Naptha, per cs..$4.35
½ doz toilet free
Fels Naptha, 100 14 oz... 4.35
Hot or Cold, 100 10 oz.... 4.00
Life Buoy, 100..... 4.00
Mikado, 100 14 oz..... 3.90
Mikado, 20 14 oz..... .85
Lenox, 100.. .....3.00
Lenox, 20 75
Ivory, 100 10 oz..... 7.00
Fairbanks' Clairette, 100. 2.80
Fairbank's Santa Claus, 100 ..... 2 80
Fairbank's Copco, 100.... 4.00
Fairbanks' Fairy Ovl ,100 4.00
Grandpa's Wonder, 50 large 3.50
Gandpa's Wonder ,100 sml 3.60
Peets' Pine Tar, 50..... 1.90
Peets' Pine Tar, 100..... 3.75
Babbitt's ,100 ..... 4.10
Jergins Pumice, 50 small. 1.75
Jergins Pumice, 50 large. 3.00
Uncle Sam's Tar, 100 smll 3.50
Uncle Sam's Tar, 50 large.3.40
Stryker's Kitchen ,100's.. 3.50
Stryker's Kitchen, 20.... .75
Pearl, 100, large..... 4.00

Castile Soap

La Lune, White lb.....7¾
White Virgin, lb.....8
White, Conti 14 15
Mottled, Imported....6½ 7
Clover Leaf White....13
La Boulon 7½

Scouring Soap

Bon Ami, 3 doz to case per case $2.50
Sapolio, scouring, ½ gross box, per box..... 4.50
Sapolio ,hand, ½ gross box, per box 4.50

WASHING POWDERS

Gold Dust ,24 3's, per cs.$4.50
Gold Dust, 100 10 oz.... 4.00
Lavarine, 36 1 lb, pr. cs. 3.00
Lavarine, 100 5c pkgs.... 3.50
Pearline, 36 1-lb pkgs.... 3.10
Pearline, 100 6 oz pkgs.. 3.75
Soaperine, 20 3 lb pkgs. 3.60
Soaperine, 50 1 lb pkgs.. 3.35
Soaperine, 100 ½ lb pkgs 3.60
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1's 4.75
Kleeno, 24 3's 4.25
Kleeno, 100 1½'s..... 3.75
Grandma's Borax, powdered 24 3's 4.00
" 60 ¾'s 2.40

You Help

BETTER TRADE CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

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Department 13.

STARCHES.

Graves Starch

Laundry, bbls, lb.....
" bxs about 30 lb
" bxs about 12 lb
" crates, 12 6-lb boxes per lb.....
Crystal Lump, 50-lb, lb.
Mirror Gloss, bbls, pr lb.
" 50-lb cse.
" , 12 6-lb bx.
" 48 1-lbcts.
Corn Buff, 40 1-lb cts.
" 20 1-lb cts.
" 40 1-lb crts.
Confectioners', bbls, pr lb
Family Gloss, cs, 16 3-lb cartons .....

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs.
" 40 1-lb pkgs.
Pure ,boxes, 41-lb.....
" 12s.....
Corn ,20 and 40-lb bxs..8

National Starch

Niagara
Corn, 40 1-lb pkgs...6
" 20 1-lb pkgs....6¼
Gloss, 40 1-lb pkgs..6
" 12 6-lb bxs.....6½
Laundry, 50-lb boxes.4¾
" 12-lb boxes....
Sioux, Gloss, 48 1s....
" 16 3s....
" 12 6s.....
Bulk Lump, 50s.....
Sioux Corn, 40 1s.....

Riverside

Corn, 1's 40 to cs, lb.....
Gloss, 1's per lb.....
" 3's, per lb.....
" 6's per lb.....

Miscellaneous

Celluloid, 6 ¾-lb pkgs, per box .....
5cs less 5%, 25c less 10%

Department 14.

OILS, PAINTS, ETC.

Coal Oil

Water white ,coal, bulk..12
Pearl, cases, 2 5's.....13
Astral, cases, 2 5's.....13
Star, cases, 2 5's 17
Ex. Star, cases, 2 5's.....20

Gasoline and Benzine

86 deg. Gasoline, bulk...35
74 deg. Gasoline, bulk....19
63 deg. Benzine, bulk.....19

Turpentine.

Strictly Pure, cases, 2 5's..
" drums of iron bbls..

Linseed Oil

Pure ,raw bbls, ...47
" boiled ,in bbls,.....49
" raw, css, 2 5's 62
" boiled, cs, 2 5's.....65

Castor Oil

Baker's AA, cases, 2 5's..$1.
No. 1, cases ,2 5's.....

Lard Oil

Strictly pure, bbls....85 cs
Sup. Win., str bbls,..78 cs.
No. 1, bbls, 68 cs.....

Neatsfoot Oil

Cooper's bbls, ...75 cs. .80
Extra, bbls, ...62½ cs. 67
No. 1, bbls, ...57½ cs. 62

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ubricating Oils

nder Oil, bbls, 60
.....65
Cyl Oil, bbls,.....40
.....45
.Oil bbls, 80 cs..90
l Oil, bbls, 50cs.60
Oil, bbls, 30 cs.35
Eng. Oil, bbls, .45
.....55
Oil, bbls 27 cs.32
h Oil, bbls 30 cs.35
amo Oil, bbls, 50
.....55
ddle Oil, bbls, 40
.....45
tor Oil ,bbls, 50
.....55
Sep'tor Oil ,bbls
.....30

scellaneous Oils

lad Oil.....50 55
erm Oil.....75 80
oka.....50 55
ut oil, ord'ry..85
ut oil, No .1...90

White Lead
in kegs....7½ 8¼

Dry Paints
ris White ,bbls...$2.00
bbls..... 1.50
Min'l B'wn, bbls. 1.65
Ochre, bbls..... 1.50
n. Red ,bbls..... 1.50

Department 15.

MACEOUS GOODS.

cellaneous Flours

mily.....$4.40 $4.65
ers' Extra. 4.80 4.50
ur 4.75
al 4.50
..... 4.50
Wheat 4.75

s in Sacks or Boxes

ess 10 per cent.
Bales 100 lbs.
CK 10 10 lb sacks
ising Buckwheat
.....$6.00
Flour 3.50
eat Flour, Patent
..... 4.50
eat Groats.. ....10.00
our, white or yel-
..... 2.75
eal ,pearled yel-
..... 2.75
eal, pearled white. 2.75
eal, Extra Cream,
..... 3.75
eal ,Extra Cream
..... 3.75
Wheat, Pearled
process..... 3.75
Wheat, bale, 16 7lb
10lb sacks..... 4.75
..... 4.50
Flour, Patent Rol-
..... 3.25
large 3.75
small $4.00
al, granulated.... 4.50
al, Patent Cut A,
C 4.75
ats 4.75
Barley, No. 1, 25
d 50lb boxes..... 6.00
Barley, No. 2, 25
d 50 lb boxes..... 6.00
Barley ,No. 3, 25lb
50lb boxes..... 6.00
lour, Pat. Rol..... 8.00
al, Pat. Roller.... 3.50
our, Pat .Roller.. 3.75
eas, yellow,25lb bx 5.50
eas,green, 25lb bx. 5.50
Wheat Flour, Pat-
Roller 3.50
Meal, fine or crse. 3.75
lb sacks deduct ¼ cent
und from above prices.
lb sacks deduct ½ cent
und from above prices.

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Meals in Sacks and Barrels

(Less 10 per cent.)

Extra Cream Rolled Oats in wood .180 lbs net.....$9.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs, net sacks 8.50
Alta Mills Rolled Oats in wood, 180 lb net..... 8.00
Alta Mills Rolled Oats ,in sacks (180) lbs., 90 lb net sacks 7.00
Rolled Wheat in wood, 150 lbs net 4.60
Rolled Wheat in sacks, 150 lbs .75 lbs., net sacks.. 4.10

Package Cereals

Less 20 per cent for cash. Per case.

PEACOCK Self-Raising Buckwheat Flour—
40 1¾ pkgs..... 5.00
24 3 lb. pkgs 4.75
California Flap Jack Flour 36 2lb. pkgs..... 4.75
Semola, 20 4lb. pkgs 4.50
Nuttygrains, 20 4lb. pkgs 4.50
California Cream Flake Oats, 36 2lb. pkgs..... 4.50
Farina, 24 1lb. pkgs..... 2.00
Primrose, Wheat, 36 2½ lb. pkgs 4.75

American Cereal Co.

Quaker Oats, 36 2s.....$3.80
Scotch Oats ,36 2s..... 3.60
Banner Oats, 30 5s..... 5.00
Saxon Oats, 20 5s..... 5.00
Zest, 20s 4.50
Apetizo, 24s:..... 3.50

PEACOCK CEREALS
Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)....Per case

Buckwheat Flour	3.55	4.75
Yellow Corn Meal	2.25	3.10
White Corn Meal	2.25	3.10
Cracked Wheat	3.25	4.20
Graham Flour	2.75	3.50
Large Hominy	3.25	4.50
Oat Meal, Grnltd	3.55	4.55
St'l. Cut Oat Meal A. B. or C	3.65	4.75
Pearl Barley	1.65	6.10
Rice Flour, Pat. Rlr.	5.90	7.90
Rye Flour, Pat. Rlr.	3.25	4.20
Rye Meal, Pat. Rlr.	3.15	4.00
Split Peas, Yellow	4.35	5.60
Split Peas, Green	4.35	5.60
Whole Wheat Flour Pat. Roller	2.90	3.75
Gluten Flour	4.20	5.90
Farina	3.15	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rolled Oats 36 2s 3.60
Grape Nuts ,1 & 3 doz, per doz 1.35
Breakfast Gem, case 3dz. 3.00
Wheatine, 36 2's, pr cs.. 4.00
Germea, 20 4-lb. pkgs. per case 4.10
Germea, 20 2-lb. pkgs per case 2.20
H-O Buckwheat, 2 doz. 3-lb pkgs, per case..... 3.75
H-O Pan Cake Flour, csc. 3.90
H-O Oats 24 2's, per cs. 3.15
Cream of Wheat, 36 2's.. 4.50
Crespo, 36 2's 4.50
Snow Flake, 36 2's..... 4.50
Malta Vita, 36 2's 4.50
Our Mother's Mush, 36 2's 3.60
Twin Bros. Must, 36 2's
Carnation Wheat Flakes 20 5's 4.50
ABC Breakfast Wheat 72 2's 5.00
ABC Breakfast Wheat 36 2's 2.60
Flaked Rice, 24 1's 3.00
Ralston Breakfast Food 36 2's 5.00
Ralston Barley Food, 36 2s 4.50
Ralston Health Oats, 36 2s 4.50

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Ralston Hominy Grits ..36
Ralston Health Cereal ..36
Ralston Scotch Oats ..36
Ralston Pan Cake Flour ..36
Ralston Whole Wheat Flr 4 ¼s.....
Quaker Oats, 36 .....
Scotch Oats, 36 .....
Dr. Price's Wheat Flakes Celery Food per .....

Pastes (Domestic)

Macaroni ,Vermicelli & ghetti, No. 1 Extra, 10 lbs...
No. 1 Extra, 15 lb....
No. 1 Extra, 20 lbs...
No. 1 Extra, 25 lbs...
No. 1 Extra, 50 lbs...
No. 1 Extra, 100 lbs...
Macaroni ,Vermicelli & ghetti,, No. 2.....
Royal Macaroni, Vermicelli & Spghi, 24 1-lb pkgs per case .....
Queen's Paste Mac. Vermi. & Sp. 12 2-lb .....
Ft. Paste, assd, 36 1s lbs
Elaine Paste, 24 1-lb pkgs per c. lb.....
Royal Ft. Paste, 24 1-lb pkg c., pkg.....
Golden Gate Egg Noodles 24 1-lb. pkgs in case, per case.....
Peerless, 24 1-lb pkgs per case.....
Discount 2 per ct for cash

RICE

Japan, Table Rice
Rangoon
M. J. B., Double Diamond .....
Fancy Head Carolina...6.50
Imp. Japan
Imp. Japan
Imp. Japan
Chess, No. 1, per 100 lbs.....
Chess, No. 2, per 100 lbs.....
Chess, Mexican .....
Patna Head
Imp. Japan or Carolhead
MJB 40 2s or 20 5s....
Imp. Japan or Carolhead
MJB 40 2½-lb.....
Imp. Japan or Carolhead
MJB 100 1-lb.....
Imp. Japan, Table Queen 33 3-lb .....
Imp. Japan, Table Queen 10 2½-lb .....

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GENERAL CIRCULATION
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SAN FRANCISCO
and
THROUGHOUT THE TERRITORY.

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Department 16.

CANDIES.

Lozenges

XXX Peppermint 16
.....15
.....14
.....13
.....12
.....11
.....10
.....9
.....8
.....7
.....6

Mixed Candy

Fancy Mixed .....
Fancy Mixed .....
Fancy Mixed .....
Fancy Mixed .....
Yankee Mixed .....
Fancy Mixed .....
Fancy Mixed .....
Fancy

25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½
A. B. Bonobns ,fancy, crys talized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....19
Hand Dipped,with nuts on21
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain.....14
Chocolate Hand Made.....20
Chocolate Dipped Bonbons..20
Chocolate Dipped Bonbons with nuts 22
Chocolate ,Climax ;30-lb pails 16
Chocolate Chips 23
Chocolate Nonpareil Drops.20
Chocolate Wafers.....22
Chocolate Cream Tablets 30 in box 1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins 28
Occidental Marshmallows, 3 lb tins 30
Dipping Marshmallows, 5-lb boxes 25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels 19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops 20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box...80
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... 20

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 3-lb boxes....		1.35
Chiclets, 10 10c pkgs....		.80
Chiclets ,12 25c pkgs....		2.00

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THROUGHOUT THE INTERIOR.

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Department 17.

SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Smal,l medium, large sizes have sifting tops except Mustard

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr doz
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Must. Comp.	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.30	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.00	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

SPICES.

In Original Packages.

Pepper, Black	14	18
Pepper, White	25	30
Ginger	13	19
Ginger, Gen Jam	15	21
Cinnamon, Ceylon	21½	25
Cassia	16	24
Cassia	16	64
Cloves	20	36
Allspice	10	17
Nutmegs	30	65
Mace	80	90
Laurel Leaves, in bales		.07
Lalrel Leaves, in small lots,		10

SPICES. Ground.

Pepper, per lb	22
Cayenne, per lb	29
Cloves, per lb	25
Mustard, No. 1	22
Mustard, No. 2	9
Cinnamon, per lb	..
Chicken C'yenne	32
Ground Chili	..

Paprika.

1 oz., per doz	1.00
2 oz.	1.50
4 oz.	2.75
8 oz.	4.50
16 oz.	....
2½-lb tins, per lb	50
5-lb tons, per lb	49
Bulk, per lb	46

MUSTAR.

Colman's, ¼s, per lb	.52
Colman's, ½s ,per lb	.48
Colman's, 1s 1s ,per lb	.48
Colman,s, 5s ,per lb	.40
Keen's ¼-lb tins, per lb	.49
Keen's, 48 ¼-lb tins, pr lb	.49
Keen,s, 12 ½-lb tins, pr lb	.46
Keens, 12 1-lb tins, per lb	.46

Prepared.

Louit Freres, 2 doz to cs. per doz	2.35
Imitation Freres, 2 doz to cs, per do....z	.75
Dusseldorfer, 1 doz pts in cs	1.60
Eddy's Salad, sm.	.92½
Eddy's salad ,medium	1.36
Eddy's large	2.00
ee zo..1.. ,s..fl..1.00...	

EXTRACTS FLAVORING
Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Net Weight Never sold in bulk
Net weight. Never sold in bulk.

1 oz	1.30	1.80
2 oz.	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz.	7.25	11.00
16 oz	14.00	22.50
32 oz	27.00	42.00

Department 18.

BAKING POWDERS.

Royal

¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Schilling's Best.

Never sold in bulk.

10-lb tins, per doz	$39.00
5-lb tins, per doz	20.00
4-lb tons, per doz	16.00
3-lb tins, per doz	12.50
2½-lb tins ,per doz	10.50
16-oz tins ,per gross	53.00
12-oz tins, per gross	41.00
8-oz tins ,per gross	28.00
6-oz tins ,per gross	22.50
4-oz tins, per gross	16.50

Miscellaneous.

SODA.

K. C., 10 oz., per doz..	.85
K. C., 15 oz., per doz	1.25
K .C., 25 oz., per doz	2.12½
K. C., 50 oz., per doz	4.00
K. C., 8 0oz., per doz	6.50

Cream Tartar.

Standard, bulk, 30-lb box.	.17
Standard, 12 1-lb tins	.18
Pure, 400-lb bbls	.30
Pure, 50 or 25-lb bx	.33
Pure, 5-lb tins, per lb	.36
Pure, 1-lb tins ,per doz	5.00
Pure, ½-lb tins, per doz.	2.50
Pure, 2-oz tins, per doz.	.85
Churches ,A. & H., 30 or 60 1's	.05¼
Dwight's Cow Brand, 60 1's	.05½

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

28

Department 19.

FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box, per doz. boxes.....

BEEF EXTRACT

"Rex," 2 oz per doz.....
" 4 oz " " .....
" 8 oz " " .....
" 16 oz " " .....
Marshall's 2 oz, per doz.....
Liebig's, 2 oz, 32 12s to cs, dz
" 4 oz, 16 12s to cs "
" 8 oz, 8 12s to cs, "
" 16 oz, 4 6s to cs, "
Libby's, 2 oz, per doz.....
" 4 oz, " " .....
" 8 oz, " " .....
" 16 oz, " " .....

Capers.

Capotea, 1 doz. in cs.....1.75
Nonpareil, small.....
Nonpareil, large.....
Nonpareil, Imperial qts.
" , 2 litre...
" , 4 " ...

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s .....
Eagle, 12 1s.....
Premium, 12 1s.....
Vanilla, 12 1s.....
Powdered, ¼s, ½s, 1s 12 lb boxes .....
Subject to quantity discount

Ghiradelli's. In paper.

Eagle, 24 1-lb.....
Eagle, 12 1-lb.....
Eagle, 12 ½-lb.....
Eagle, 12 ¼-lb.....
Crescent, 6, 5 to lb.....
Crescent, 12 5 to lb.....
Cal. Sweet, 6 6 to lb.....
Cal. Sweet, 12 6 to lb.....
Monarch, 12 1 & ½-lb.....
Monarch, 12 1-lb.....
Monarch, 12 ½-lb.....
Star, 24 1-lb .....
Star, 12 1-lb.....

Ground. In tins.

Ghirardell's, 12 1-lb.....
Ghirardelli's, 24 1-lb tins.....
Ghirardelli's, 60 1-lb tins.....
In delivery cases.
Ghirardelli's 60 3-lb tins.....
Venard's, 24 1-lb tins.....
Venard's, 60 3-lb tins.....
Miner's, 12 1-lb tins.....
Miner's, 24 1-lb tins.....
Miner's, 20 3-lb tins.....
5 per cent off on 120-lb lots

COCOAS.

Baker's Bkfst, ½'s, 1's& & 5's.
Van Houten's, ¼s & ½s....
Van Houten's, 1s.....
Royal Dutch, 12 ¼s.....
Royal Dutch, 12 ½s.....
Royal Dutch, 12 1s.....
Epp's, 14 ½s.....
Fry's, 12 ½s.....
Webb's, 6 ½s.....
Lowney's, 6 ½s.....
Ghirardelli's Bkfst, 6 ½s.....
Ghirardelli's Bkfst, 12 ½s....
Ghirardelli's Imprl, 6 & 12 ½s
Miner's Bkfst, 6 ½s.....
Miner's Bkfst, 6 1-5s.....

Cereal Coffee.

Postum, 24 ½'s, per doz....
Postum, 36 1's, per doz.....

29

Maraschino Cherries.

qts., 12 in cs., per $7 75
pts., 24 in cs., per 8 75
½ Pts., 48 in cs., case 9 75
Gal. Jars, 6 in cs. case 7 00

Chutney.

y, assorted qts..... $6.25
assorted pts..... 4.00
Major Grey, qts.... 6.50
Major Grey, pts.... 4.25

CIDER.

boiled, doz..... 3.25
's, champagne, doz.. 2.50
boiled, doz..... 2.75
's, " " 2.50

COCOANUT.

Baker's.

shr'ded or Table Talk.
thread, 20-lb pails lb.14
150-lb bbls, per lb.13
Talk in parchment bgs.
s of 30's, 60½'s or 30½'s
15 1's.....14½

Schepp's.

ed, 1-lb pail per lb....22
½-lb pail, per lb....23
¼-lb pail, per lb..24
12 5c pkgs.....47½

Dusham's.

ed, 1-lb ppr, per lb...27
½-lb ppr, per lb...27
¼ ppr, per lb.....29

il Borden Eagle Brand.

$6.80.
In 5 case lots.
$6.60.
.....$2.25
nge 4.40
..... 4.65
..... 3.75
..... 4.40
ch of the above brands 4 dz
e .....

Borden's Malted Milk.

size, per doz..... .75
Size 4.00
ize 8.00
tal Size.....33.00

n's Pioneer Brand Evaporated Cream.

Cans, 4 doz in case.. 3.60
ss 4.70
..... 3.25
mily Size, 4 doz in case.
art, 2 doz in case.
above brands guaranteed.

Alpine Cream.

1 to 5 case..... 3.65
5 to 10 case..... 3.60
10 to 25 case..... 3.55
25 to 50 case..... 3.50
50 cases or more.....3.45
96 to case..... 3.90
6 to case..... 3.25

Carnation Cream.

1 to 4 case..... 3.75
5 to 9 case..... 3.70
10 to 24 case..... 3.65
25 to 49 case..... 3.60
50 case or over..... 3.55
6 to case, 15c less.

Miscellaneous.

Charles, 4 doz in case....$4.40
Charles, 5 case lots..... 4.30
y, 4 doz, per case..... 3.60
..... 3.60
land 4.10
reg., 4 doz to case..... 3.25
y Pet, 6 doz to case..... 3.00

30

Cottolene.

2's, 4's or 10's, cs of 60 lb...$7.00
5 case lots..... 6.90
10 case lots..... 6.85
25 case lots..... 6.75

Curry Powder.

Crosse & Blackwell's, 2-oz 1.40
Cross & Blackwell's, 4-oz 2.30
Cross & Blackwell's, 16-oz 3.65
Cross & Blackwell's 16-oz 6.20
Desabhoy, Bombay, 16-oz 3.25
Desabhoy, Bombay, 32-oz 5.00

Gelatine.

Knox's, per doz.....$1.20
Knox's per gross.....14.00
Cox's, per doz.....12.00
Keck's, per doz..... 1.10

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....
Crystallized glace, ½-lb. tin, per doz. 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz.. 3.50
Tahita, bulk, gal..... 1.00

Mushrooms.

doz.
Le Court, 100 to cs.....$2.25
La Forrest, 100 to cs..... 2.75
Hotel, 100 to case..... 1.85
Fancy Stuffed, pts..... 4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40

Peels.

Citron, 25-lb box..... .13½
Citron, 10-lb box..... .14
Lemon, 25-lb box..... .11½
Lemon, 10-lb box..... .12½
Orange, 25-lb box..... .11½
Orange, 10-lb box..... .12

Plum Pudding.

Curtice, Indivi dual, doz....$1.10
" 1-lb, doz..... 2.50
" 2-lb, doz..... 4.50
" 3-lb, doz..... 6.50
G. & D., 1's, 2 doz to cs. dz.. 2.10
" 2's, 12 to cs, doz.... 4.10
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz, per doz. 2.60
" large, 1 doz., per doz. 1.10
" picnic size, 4 dz. pr dz 1.00
My Wife's, 1 dz, 16-oz case.. 2.75

"Primrose" Salad Oil.

Tierces, about 50 gal. gal....$ .40
1 gal. tins, 10 to case, gal.. .70
5 gal. tins, 1 to case, gal .....
½ gal tins, 20 to case, gal.. .75
Quart bottles, 12 to case, doz 1.85
Pint bottles, 24 to case, doz.. 1.00
½ pint bot., 36 to case, doz.. .85

Saratoga Chips.

(Less 5 per cent.)
Bulk, 15-lb. box.....
Cartons, 6-oz., 24 in case, doz 1.30

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SALT.

Cal. Table & Dairy, 75 2's, 50 2½'s, 50 3's, 30 5's, 15 10's and 8 20's, per bale .....
Do 50-lb bags, ton.....
Leslie's Sterlized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's and 8 20's .....
Do 50-lb bags, ton .....
Imptd Liverpool, 50's, ton....10.50
" " 100's, ton...10.25
" " 200's, ton... 9.75

H. R. H. Liverpool.

Bales of 75, 2's per bale $1.75
Bales of 50 3's, 40 4's, 30 5's, 15 10's & 20's per bale .....
Bags, 50's, per ton .....

Rock Salt.

Half-Ground, 100-lb sks, ton. 6.00
" 50's, ton... 6.50
Stock, 100-lb sacks, per ton .....
" 50's, ton .....

Package Salt.

Leslie's Sterlized, 48 2's .....
" " 24 3's..... 2.00
" " 20 4's .....
" " 50 2's..... 3.60
Shaker Salt, per doz..... .90
R. S. V. P., 3's, 24 to cs.p. cs. 2.25
R. S. V. P., 5's, 20 to cs, p.cs. 2.75

Celery Salt.

Morton's, 1 doz in box .....

SOUPS.

Anderson's, concentrated .....
Campbell's, Tomato .....
" other varieties .....
Snider's, Tomato, 3's .....
" " 2's.....
Van Camp's .....
Libby's, 2's, assorted.....
" 1's, " .....
" concentrated, 1's .....

Franco-American.

	Qts	Pts
Mock-Turtle, Ox-Tail, Consomme, Bouillon [illegible]		
Vegetable, Beef, Pea..	3.15	
Chicken		2.00
" Gumbo		
Green Turtle, thick.....	7.00	3.60
" " clear		
Mulligatawney		
Tomato		
Assorted		

Truffles.

1-16 glass, per doz .....
1-16 tins, per doz .....
⅜ tins, per doz.....
½ tins, per doz.....
⅝ tins, per doz .....

Yeast Cakes.

Great Western .....
Gillet's Magic .....
Yeast Foam .....

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It

32

Department 19.

GROCERY SUNDRIES

Axle Grease

[illegible]

Paper Bags

Valonatia, Self-Opening [illegible]

Department 20.

GROCERY SUNDRIES.

Bluestone

BATH BRICK

CANDLES.

Adamantine

Stearic

Paraffine

33

Egg Food.

Pratt's, 26-oz, 2 doz in cs..$2.25
Wellington's, 1-lb, 2 doz box 2.00

Fly Paper.

Fly- Net, per case.....$2.40
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 .....

Fruit Jars.

(Net cash—no discount)
Mason's, pts, per gross..... 7.35
Mason's, qts, per gross..... 8.05
Mason's, ½ gals.....11..40

Fruit Jar Caps.

Porcelain, 6 doz to box,per bx 2.75

Fruit Jar Rubbers.

No. 1 white, per lb.....50-60c
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60

Glue.

Le Page's, 1 oz, per gr....12.00
Le Page's, 2 oz, per doz....18.00
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

*Cordage.

Basic price—Manila 15¾. Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in.,(7-16 diam and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
" 6 and 9 thr. (¼ and 5-16 diam)	1	1
" Bale, 3 and 4 strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine	..	2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt	..	1
Hawesr laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1	1
Sash Cord, in coils	..	5

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

34

Cuttle Bone.

Birds', per lb..... .35

Insect Powder.

Buhach, 2-oz, per doz..... 1.15
" 4-oz, per doz..... 2.15
" 8-oz, per doz..... 3.80
" 16-oz, per doz..... 6.85
" 6-lb, per lb..... .62½

Matches.

" " phrt count 1.35
Boys', 36 bunches of 400.... .30
Swedish Safety, per gross.... .70
Swedish wind, 1 gross..... .65
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50
Do 200s, per gross..... 2.40
Do 400s, per gross..... 3.75

Diamond Match Co.'s.

Anchor, 200s, ... 1.85
Do 500s..... 3.75
Bird's Eye, 500s, gr..... 3.75
Butterfly Wax, 500s..... 8.00
Home Safety, 100s..... 5.50
3 Noes Safety, 100s..... 8.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
G. G., 60s..... 2.40
Red Top Safety..... 3.25
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 300s..... 3.30
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75
(Dis. 25c per cs on 5 cs lots)

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manilla, No. 2,roll,any sz lb .04
Manilla, No. 1, rolls or flat .05½
Straw, per ream..... .90
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00

Polishes, Shoe.

Bixby's.

"BBB," size M., ¼ gr. box 1.20
" " B, per ¼ gr. bx.. 2.40

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's.

No. 4, ¼ or 1 gr. to case, gr. 5.40
No. 3, 2 gr. to case, gross.. 3.50
No. 2, 2 gr. to case, gross.. 3.20
Pat. Paste, 1 gross..... 4.65

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross 3.50
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.00
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.

Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .30
Brilliantshine, pts, per doz.. 1.70
Brilliantshine, qts, per doz.. 3.10
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.00
" " pts 1.70
" " ½ pts..... .90
U. S. Metallic Polish Paste, 1 lb. package, doz..... 3.00
½ lb package, doz..... 1.75
3-oz package, doz ..... .50
Barkeepers' Friend, pwdr, gr 18.00

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Seeds.

Anis ..... .14½
Canary ..... .07
Caraway ..... .10
Celery ..... .15
Coriander ..... .15
Cumin ..... .13
Flax, ground ..... .05½
Flax, whole ..... .05½
Hemp, sacks ..... .06½
Millet ..... .06½
Mustard ..... .05½
Poppy (Or. sks 9¼)..... .10¼
Rape, Cal..... .04¾
Bird gravel, 40 2s..... 2.00
Bird Seed Mixed 48-1's, pkg .07½

Original sacks ½c less.

Sheep Dip.

Little's, 10½-gal tins,per gal 1.05
Little's, 5-gal drums, per gal 1.05
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Dressing.

Alaska, 3 dz to cs, per gr....20.00
Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
1c Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass schoops, no charge.
Mason's, 1 doz..... .37½
Mason's Russet, per doz.... .75

Bixby's Polishes.

Jet Oil, 12 in box..... .85
Jet Oil, 3 doz in box, with Marvel brush free..... 2.55
Royal, 12 in box..... .85
" 3 dz in bx 8 pkgs, 5c tacks free 2.55
Shoe Satin, 1 doz, per doz (large combination) 1.25
" " 1 doz, per doz, (small combination) ..... .75
No. 5 Shoe Satin, doz..... .40
No. 10 Shoe Satin, doz..... .80
No. 5 Satinola, doz..... .40
Satinola combination, small, per gross 9.00
" " large per gr..14.50

Twine.

Cotton, 4 ply, 100 lb bals lb .25
Do 3 ply, 100-lb bales.... .25
Do 2-lb cones, per lb.... .26
Hemp, 8-oz bls, pr 3-lb pkg .70
Do 4-oz bls, pr 3-lb pkg .75
Sack, 4 ply, 12-lb pkgs, lb.. .33

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box 1.15
Japan, per lb..... .15
Beeswax ..... .35
Pure Ref. Paraf., 40 1s, lb .09½
" " " 20 1s, lb.... .09½

Wax Strings.

12 in. 10 pkg. 100 stgs each.. 1.60
14 in. 10 pkg. 100 stgs each.. 1.75

Whiting.

Powdered, in bbls..... .02½
In boxes 24, lrg pkgs..... 1.25
In boxes 48, small pkgs.... 1.35
" " astd 16 lrg, 16 sml, box 1.30

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Department 21.

PICKLES, VINEGAR, [illegible] ISHES, ETC.

Corrected by the [illegible]

Pacific Vinegar & Pickle [illegible]

CATSUPS.

Snider's, qts, doz..... [illegible]
" pts " .....
" 1½ pts, " .....
Campbell's, ½ pts, doz.....
Heinz, 10-oz .....
" 12-oz .....
" 17-oz .....
Blue Label, 25 ½-pts. to c
Blue Label, 25 pts to cs..
Blue Label, 12 qts to cs..

Long's Fruit Catsup.

Pts, 24 to cs, case.....
½-Pts, 48 to cs, " .....
" 2, 5 and 10-lb tins, [illegible]

SAUCES.

Holbrook's, ½ pts.....
" pts .....
Lea & Perrin's, small.....
Lea & Perrin's, medium.....
Lea & Perrin's, large.....
5 cases, 5c per doz less.
Tobasco, McIlheny.....
Tobasco, New Iberia.....
Bengal Worcester, ½ pt.....
Bengal Worcester, pt.....
Pepper, sprinkle top, ½ pt.
Superior Pepper, small.....
Superior Pepper, large.....

HORSE RADISH.

Picnic Gems, doz.....
Pints, doz.....
Medium, doz.....
Quarts, doz.....
10-Gal. Kegs, gal.....
5-Gal. Kegs, gal.....
2-Gal. Pails, gal.....
1-Gal Pails, gal.....
Standard Kegs, 10s, keg.....
" " 5s, keg.....
" " 3s, keg.....

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand
Bbl, per gal	.35
½ bbl, per gal	.37
.....N..NN...NpPg7.k	
¼ bbl, per gal	.40
10-Gal Keg	.42
5-Gal. Keg	.45
2-Gal. Pail	.50
1-Gal Pail	.55
Standard Keg, 10s	3.50
" " 5s	1.75
" " 3s	1.50

In Glass, Cal. Home Br.

8 oz, 2 dz to case, per doz...
14-oz, 2 doz to case, per do

Standard.

6-oz, small bbl.....
8-oz, Dusseldorf .....
16-oz, " .....

SAUERKRAUT.

Cal. Home Brand—Dry P

Bbl, 50-gal.....
½-bbl, 32 gal.....
¼-bbl, 15 gal.....
10-Gal Kegs.....
5-Gal Kegs.....
2-Gal Pails.....
1-Gal Pails.....
Standard Kegs, 10s.....
" " 5s.....
" " 3s.....

(Continued on next pag

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Department 24.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅞ oz foil.... 68
" 3⅛ " 61½
" 8 " 58¼
" 16 " 56
" 1oz pouch..... 68
" 1⅞ oz cloth
Seal of N. C., 3⅛ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated
tin canisters 58¼
Old Eng. Curve Cut, 1⅞ oz
curved tins 74½
Old Eng. Curve Cut, 3⅛ oz
curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69⅛
Continental Cubes,1⅞ oz tins 70
Monte Critso Slabs, 3⅛ oz tins 74½
Van Bibber, slcd plg, 1⅞ oz
tins, 2½ lb cartons..... 70
Three Feathers, 1⅞ oz. 1¼
lb cartons, net..... 60
Pedro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin
canisters 49
Dixie Queen, 1⅞ oz foil..... 38¾
" 8 oz tins..... 42⅛
" 16 oz decorated tin
canisters, 6 lb cartons, 30
lb in cases..... 42
Duke's Mixture, 1⅞ oz sacks 40
Arlington, 1⅞ oz foil..... 63½
Duke's Cameo, 1⅞ oz..... 41¾
Duke's Cameo, 2½ oz foil.. 47¾
Melrose, 1⅞ oz foil..... 67
Fragrant Vanity Fair, 1½ oz
foil 94
Red Indian Plug Cut, 1⅞ oz
and 3½ oz foil..... 39
Fashion, 1⅞ oz 38⅜
" 16 oz canisters.... 42⅛
Bull Durham, 1 oz..... 62
" 1⅞ oz..... 62
" 3½ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags,
25-lb cases, per lb..... 23½
Echo Plug Cut, 1⅞ oz(16-oz.
49) 47¾
Red Bell, 1⅞ oz..... 40⅛
" 16-oz pails..... 41⅛
Cornell Mixture, 3½ oz tin.. 83
Oriental Mixture, 3½ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43¾
Grizzly, 16 oz, 24-lb cases.. 54½
Five Bros. Pipe Smoking,
long cut,paper pkgs, 3½ oz,
5 lb cartons, 30, 50 & 100
lb cases 37
Pride of Virginia, 1⅞-oz, 3½-
oz and 8-oz tins. 2½-lb
boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅞ oz foil, 25,
50 & 100-lb cases..... 61
Sure Shot, 2s..... 33
Union Leader, 1⅞ oz foil.... 35½
" 3 oz pouch.... 37¾
" 8 and 16 oz
canister 37¾
Union Leader, 16 oz milk can 37¾

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k,
1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k,
5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-
lb pails, per lb..... 56
Sweet Cuba, b'ght or d'k, 1-
lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or
dark, 1-lb cart, 5-lb drums 67
Tiger, 1¾ paraffine bags, 5-
lb moisteners 41

THE ADVOCATE
is the only
GROCERY PAPER
on the
PACIFIC COAST

46

Cheroots and All Tobacco Cigarettes.

Old Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars,
10s tin 8.25
Bengal little cigars, 10s, (10
per cent in free goods).. 7.35
Royal Bengal, 10 in pkg, 100
in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s.
5 for 10c.....
Florodora little cigars, 1-10s.
3 for 5c.....12.2
Red Top Stogies, 1-10s, 3 for
5c 12.50
Red Label Stogies(Jenkinson)11.00

Cigarette Tobacco

Vanity Fair, 50 pkg in box
Wheat Straw,50 pkg in bx,net1.
Wheat Straw, 100 pkg in bx
net 2.35
Wheat Straw, Interlock, 50
pkg in box.....1.15
Wild Oats, 40 pkg in box
Red Seal, 50 in box.....
Zig-Zag, 100 in box.....
Riz la croix.....

Plug Tobacco.

Battle Ax, 16 oz, 5 cuts, 12 and
24 lb bts, net..... 35
Big Gun, 16 oz, 3x12 smooth,
bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz,
8 sp, 1, 4 8 and 12-lb and
2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to
lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6
sp, 6, 12 & 30 lbs (7 oz 7,
10½, & 21 lbs 48)..... 43
Climax, 3x12, thin, 7 oz, 7 and
14 lb .....
Cross Bow, 3x12, 14 oz, 4 sp,
14 lb butts.....
Drummond's Natural Leaf,
oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and
12-lb boxes .....
Gold Rope, 14 to lb, 4 and 8-
lb boxes .....
Horse Shoe, 16 oz, Smooth, 6
sp, 8, 12 and 24 lb butts.... 44
J. T., 2x6, 7 oz, R & R and
Smooth, 2 sp, 10½ and 21 lb
butts and caddies.....
J. T., 3x12, 14 oz, Smooth, 4
sp, 10½ and 21-lb butts....
Newsboy, P. P. br or bulk, 5s
8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6
and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz,
6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb,
8 lb boxes.....
Piper Heidsieck, 5½ oz plugs,
2⅝x8 Pony Panel, 3-10c cuts,
4, 7, 14 lb.....
Red Cross, 12 and 24-lb butts,
16 oz, 3x12, embossed, 4 sp
Saw Log, 2x12, R & R, 16 oz
6 sp, 24 lb.....
Saw Log, 3x12, R & R, 32 oz,
12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and
24 .....
Something Good, foil wrapped,
R & R, 5½ to lb, 9, 13 lb
butts .....
Spear Head, 16 oz, 6 sp, 6, 18
and 30 (7 oz, 48)
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 sp, 10, 10½ oz, 24 lb bxs
Star, 16 oz, 12, 24 and 52 lb
butts 45
Tinsley's Nat. Leaf, 3x12, 16
oz, 6 & 12 lb..... 54

47

Twist Tobacco

Granger Twist,hand made
pressed
braided
pails ..
Red Rope,
lb ½
Horse shoe,
packed 5 lb...

Smoking Tobacco

Master Workman plug
3x12,
bright, 10½ lb
Sickle plug, 15 oz
15 and 30 lb

JOHN BOLLMAN & CO

Abdallah

Turkish
Egyptian

plain tips

Mogul, cork tip

High Grade Smoking

Plum, 1½ oz
tins .....
Yale Mixture, 1-oz
1⅝-oz
lb cartons .....
Yale Mixture, 3½-oz tin, 2½
lb cartons .....

Wills' English Smoking

Sundry English Smoking

oz, per lb

J. B. PACE TOBACCO COMPANY

48

SUBRICO CO

JNO. J. BAILEY & CO

ALLMAN BROS

J. FINZER & CO

R. A. PATTERSON TOBACCO

COMPANY

SNUFF

Weyman Bros

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's best ones, that call for

HAND SAPOLIO

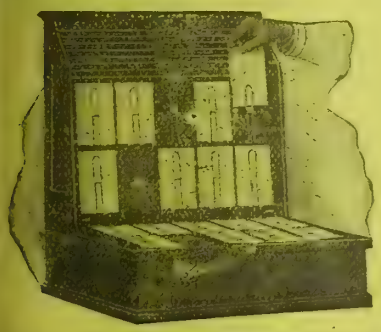
Always supply it and you will keep their good will.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

THE RETAIL GROCERS ADVOCATE

A. H. POWERS, EDITOR. SAN FRANCISCO, CALIFORNIA, DEC 21 [illegible] VOL. 11 NO. 10



DO YOU GET RESULTS NOW?

DO YOU KNOW--EACH MONTH

THE AMOUNT OF MERCHANDISE BOUGHT?
THE AMOUNT OF MERCHANDISE PAID FOR?
THE AMOUNT OF DISCOUNT YOU HAVE SAVED?
THE AMOUNT OF MERCHANDISE YOU HAVE ON HAND?
THE AMOUNT OF YOUR CREDIT SALES?
THE AMOUNT YOUR CUSTOMERS OWE YOU IN TOTAL?

You can get all this information at a glance when your accounts are kept by the McCaskey System.

OUR CATALOGUE IS FREE

WE CAN SHOW YOU
How our Register Quickly Pays for Itself, and Continually Earns You a Profit
W. A. HAWLEY, Sole Agent Pacific Coast
Phone Emergency 101. 1212 Gough Street, SAN FRANCISCO, CAL.
Branch Agencies: Los Angeles, Cal.; Portland, Ore.; Seattle, Wash.; Spokane, Wash.

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH



Mixes with water instantly

Advertised Everywhere

OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brilliant Luster
To Give Dealers a Good Profit

Packed Three Dozen to Box—Both Sizes.

5-Cent Size COSTS $1.50, with one-half dozen free
Sells for $2.10, Profit 40 per cent

10-Cent size COSTS $2.50, with one-half dozen free
Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.
50 Clay Street, San Francisco, Cal.

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, California

M.J.B. Coffee

WHY PACKED IN TINS ONLY?



It is Reliable! It is Profitable!

It Always Gives Entire Satisfaction.

IT IS A SELF-SELLER

Golden Gate Compressed Yeast Co.

To think about a fact raises it.

We are thinking about the Grocery Business all the time.

A Schilling & Company

INDEX TO ADVERTISERS

The firms listed below are using the columns of The Advocate in the cause of publicity. We urge our friends to remember them in placing orders.

AGENTS, MNFRS.

R. A. Holcomb, 50 Clay St.
W. A. Hawley, 1212 Gough, San Francisco.
Beck Hardware Co., 604 Mission.
Kelly-Clarke Co., 23 Market.
John H. Spohn Co., 50-52 Clay St.
Fred F. Hobbs Co., 26 Stewart St.
The C. B. Jennings Co., 41 Clay St.
Johnson-Lock Mercantile Co., Atlas Building, S. F.

AMMONIA.

Pacific Ammonia Bottling Co., 2504 Scott.

AUTOMATIC WEIGHERS.

Bond Scale Co., 496 Sherman Ave., Oakland, 1640 San Fernando St., Los Angeles.

BAKING POWDER.

"Royal," Johnson-Locke Mercantile Co., Agts, 714 Broadway, Oakland.
A. Schilling & Co., 2d and Folsom.
Crescent "Egg-Phosphate," John H. Spohn Co., Agts.,

BREAKFAST FOODS.

Malta Vita.
Nutrito, 859 Franklin, Oakland.

BITTERS.

Lash's Bitters Co., 1721 Mission.

CANNED FRUITS.

Foster Bros., Co., Napa, Cal.

CATSUPS.

Curtice Bros. Blue Label, Fred F. Hobbs Co., Nevada and California Representatives, 26 Stewart St.
Pacific Vinegar & Pickle Works, Haywards, Cal.
"Sniders," John H. Spohn Co., Agts.

CEREAL FOODS.

American Cereal Co., Kelley-Clarke Co., Agts., 23 Market St.

COCOANUT.

Franklin Baker Co., John H. Spohn Co., Agents.

COFFEE, TEA, ETC.

M. J. Brandenstein & Co., Mission near Spear.
A. Schilling & Co., 2d and Folsom.

COMMISSION MERCHANTS.

Dodge-Sweeney & Co., Hathaway Wharf, S. F.
Scatena, L. & Co., 104 Washington. Phone, Temporary 243.
Scheer, Morehouse & Grandi. Hathaway Wharf and 2551 Market St., S. F.

DELICACIES.

Rathjens, P. F., 1315-1319 Pacific.
Wieland Bros., Sansome and Lombard.

ELECTRIC MILLS, ETC.

"Royal," Beck Hardware Co., Agts., 604 Mission St.

EVAPORATED CREAM.

Alpine, 26 Steuart St.
Carnation, John H. Spohn Co., Agts., 50-52 Clay St.

EXTRACTS.

Mutual Extract Co., Alameda.

FLOUR.

Crown Mills, 416 Jackson St.
Del Monte Milling Co., Lombard and Montgomery. Phone, Temporary 1089.
Globe Grain & Milling Co., Chestnut and Montgomery. Phone, West 1616.

GINGER ALE.

D. Steimke & Co., Union and Octavia.

MAPLEINE.

John H. Spohn Co., Agents, 50-52 Clay St.

McCASKEY ACCOUNT REGISTER.

W. A. Hawley, Agt., 1212 Gough St.

OIL TANKS, ETC.

Beck Hardware Co., 604 Mission St.
S. F. Bowser & Co., Fort Wayne, Ind.

OLIVES AND OLIVE OIL.

Chas. P. Grogan, 1744 Albion St., Los Angeles.

PAINTS, OILS & GLASS.

W. P. Fuller & Co., Mission and Beale. Phone, Temporary 940.

PAPER.

A. Zellerbach & Sons, 421 Jackson St.

PEANUT SELLERS.

Kingery Mfg., Co., 106 E Pearl St., Cincinnati, Ohio.

PICKLES, ETC.

Pacific Vinegar and Pickle Works, Haywards.
Reed Pickle Works, 1507 Folsom.

POLISHES.

X-Ray Stove Polish, R. A. Holcombe & Co., Agts., 1920 Sacramento St.
U. S. Metal Polish, J. T. Wilson, Agt., 2871 16th St.

PROVISIONS.

Cudahy Packing Co., 45 Clay St.
Western Meat Co., 17th and Harrison...

PRUNES.

Los Gatos Cured Fruit Co., Los Gatos.

SAFES.

Parrell's Safe Co., 738 Market.
Richardson Bros., 131 Fifth.

SCALES.

"Money Weigh," John J. Duffie, Agt., 1482 Market.

SOAPS.

"Sapolio," J. P. Gillespie, Agt.
Babbitt's Brands, C. B. Jennings Co., Agts., 41 Clay St.
Cudahy Packing Co., 45 Clay St.

SODA WATER.

D. Steimke & Co., Union and Octavia.

SYRUPS, ETC.

Long Syrup Refining Co., 8th and Brannan.

TEA AND COFFEE BAGS (Air Tight).

James Hermann, 2[illegible] Pacific Ave.

TOBACCO.

American Tobacco Co., J. M. Gamble Co., representative, 996 Broadway, Oakland.

VINEGAR WORKS.

Pacific Vinegar & Pickle Works, Haywards, Cal.
Western Yeast & Vinegar Works, 498 11th. Phone Spe[illegible] 174.

WHISKEY.

The Rothenberg Co., 7th and Franklin Sts. Oakland.
Wickman, Lutgen & Co., Everett and Harrison Ave., Alameda.

WOODENWARE.

Harry Unna Co., 46-58 Kansas St.

WHOLESALE GROCERS.

Hass Bros., 130 California St.
Lennon, John A., 918 Eddy. Phone, Emergency 10.
Morris Bros. & Co., 215-217 Drum.
J. H. Newbauer & Co., 430-432 6th.

YEAST.

Golden Gate Compressed Yeast Co., Washington and Fillmore Sts.

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Remember---The National Pure Food law

Goes into effect January 1st.

For Prompt Delivery

"CALIFORNIA HOME BRAND"

Pickles

Gauge and Count Guaranteed.

"CALIFORNIA HOM EBRAND"

Catsup

Free from artificial coloring or filler.

"California Home Brand" Products are **Guaranteed** to comply with the requirements of **All Pure Food Laws.**

Pacific Vinegar and Pickle Works

General Office, 161 Sacramento St., San Francisco, Cal.

OTHER SOAPS HAVE ADVANCED.

SAN FRANCISCO, CAL., Nov. 28, 1906.

Mr. Dealer:

All indications point to a big advance in the price of Soap.

"Lenox" Soap is cheap now—would still be cheap if it cost you 50c. more per box.

TODAY'S PRICE IS $3.00 IN LESS THAN 5-BOX LOTS.
2.95 IN 5-BOX LOTS AND UPWARD.
2.90 IN 10-BOX LOTS AND UPWARD.
2.85 IN 25-BOX LOTS AND UPWARD.
2.80 IN 50-BOX LOTS AND UPWARD.

Compare with the price of other Soaps and then take into consideration the fact that "Lenox" outsells all others and is therefore easier for YOU to sell, and besides, remember that Proctor & Gamble stand back of the quality.

Keep Well Stocked Don't forget you may assort "Ivory"—"Lenox"—"P. & G Naptha," and get the quantity prices on all three.

BUY TODAY THROUGH YOUR JOBBER. DON'T WAIT FOR OUR SALESMAN—HE IS BUSYTAKING ORDERS.

Yours respectfully,

KELLEY-CLARKE COMPANY,

Agents Proctor & Gamble Co.

Retail Grocers Advocate.

A. H. POWERS, EDITOR. SAN FRANCISCO, CAL., DEC. 21, 1906. NOL. 11. NO. 50.

THE
RETAIL GROCERS ADVOCATE

Published Every Friday by the
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Retail Grocers' and Merchants'
Association.
AARON H. POWERS,
Editor and Manager

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San Francisco—1714 Webster Street.

Phone: West 3067

SUBSCRIPTION PRICE:

One Year.....$2.00
Six Months.....1.00
Single Copies.....10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

MAPLE SUGAR—
The supply in Vermont is exhausted and Canada has very litle left.

MOLASSES—
No local advances have yet been made, although the New Orleans market is much higher.

TEA—
Read the report of John B. Brown & Co. on Page 17.

DRIED FRUITS—
Sharp advances all along the line are looked for after January 1st.

PRUNES—
It will be well to buy your season's requirements without delay.

CUTSHALL SELLS LENOX.

J. F. Cutshall is calling on the trade in the interest of Proctor & Gamble's soaps. As all the other leading soaps have advanced and all the materials used in making soaps cost more, it is probable that the Proctor & Gamble soaps will go higher.

SHERMAN BLAKE MOVES.

Sherman T. Blake, the popular broker, moved into his new offices at 320 Clay St. on Thursday.

CANNERS' ASSOCIATION LOCATES.

The California Fruit Canners' Association is now located at 436-444 Sansome St.

FRISCO GROCERS

Send Secretary Connolly to National Convention.

A. H. POWERS AS ASS'T. SEC'Y. Banquet to Be Held on Tuesday, January 15th.

An elaborate banquet will be given on Jan. 15th, by the Associated Retail Grocers of San Francisco. Members and their wives and ladies will participate. There will be a few invited guests, and a limited number of outsiders among the wholesalers and representative salesmen will be allowed to attend. This was decided at the meeting of the Associated Retail Grocers, held at 1714 Webster St., Tuesday evening, December 18th.

Several other important matters were taken up.

Secretary F. B. Connolly was chosen as a delegate to represent San Francisco at the National Convention held at Dallas, January 22, 23 and 24th. The State Association allowed $50 towards Mr. Connolly's expenses and the local association supplies the balance.

Assistant Secretary J. J. Cusack tendered his resignation. Mr. Cusack has added nearly sixty members to the organization and has helped in the formation of four district organizations. His resignation will take effect on the first of the year.

A. H. Powers Will Assist.

A. H. Powers, for eleven years the editor and manager of the **Grocers' Advocate**, was elected acting secretary to fill the vacancy made by Mr. Cusack's resignation. Mr. Powers will also act as assistant secretary for the State Grocers' Association.

Mr. Powers resigns from his position as editor and manager of the **Grocers' Advocate**. That place will be filled by Mr. Earl B. Eddy, who has had considerable experience as a newspaper man, and who was for nearly two years associated with R. A. Holcombe & Co., brokers and manufacturing agents, and thus has special qualifications to add to his usefulness as editor of a trade paper.

President G. B. Doyle called the meeting to order.

Secretary Connolly read the minutes of the previous meeting. They were approved.

A letter from John H. Spohn & Co. stated that the writer had taken up

Continued on page 15.

STATE DIRECTORS.

Plan For Laws and For Building the Advocate.

State President Jost was pleased to find a very full attendance of Directors of the State Grocers Association at the December meeting, which was held at the Secretary's office, 1714 Webster St., Thursday evening, December 13th.

After the minutes of the previous meeting had been read and approved, Secretary Connolly presented certain interesting correspondence.

Price Maintainance.

H. K. Duncan, chairman of the Committee on the Maintainance of Prices, reported that the Black Diamond Milling Co. wanted to know how they could get their flour listed. He assured the Directors that he was confident that he could, with the assistance of Mr. Hauch and with the help of the other members, secure the help of the Golden Gate Cracker Co. in the plan to maintain prices.

Mr. Duncan urged that Mr. King be appointed Chairman of the Committee in his place. He stated that Mr. King had larger purchasing power and the fact that Mr. King was situated in San Francisco was a great advantage. He assured the organization that he would be very glad to help in any way in his power.

President Jost responded that if Mr. King felt inclined to accept the suggestion he would like to appoint him to that position.

About Cracker Profits.

Mr. Duncan brought up the matter of the Golden Gate Cracker Co. again. He explained that he had no special interest in boosting the Company, and did not want to have the directors think that he would boost any particular company, but that it was the principle that these people were willing to sustain, that made him desirous of advancing their interests.

Mr. Wemke stated that it was not only Mr. Duncan's duty, but the duty of every member of the State Grocers Association to boost a company that would give them consideration that they did not receive from other companies.

Mr. Aubry of Stockton stated that if the Golden Gate Cracker Co. would establish a retail selling price on their goods and protect that price they would get the business in Stockton.

He had visited the factory of the Golden Gate Cracker Co. and felt that they had a plant to produce the goods. An examination of the goods had convinced him that the company's product was in every particular as good as that of the National Biscuit Company and was fresher. He had given them a trial order and intended to see what could be done towards having cracker prices protected.

About Those Laws.

Geo. B. Doyle of the "Legislative Committee" stated that his committee had not met during the month. He proposed that as soon as practicable, they should call upon the larger merchants of San Francisco, with the idea of securing their co-operation in raising funds, and in appealing to the legislature. He suggested that copies of the Advocate be sent to the different firms that would be interested in helping secure laws, in order that they might be informed of what the State Association had already done and what it sought to accomplish.

Mr. Duncan of Oakland explained that he had appointed nine committees which included 26 of the active members of the Association to call upon the merchants in different districts of Alameda county to secure contributions to the legislative fund and interest the merchants in Alameda to secure the passage of our bills. He suggested that a circular be prepared showing what the State Association had done in the past towards laws, and explaining fully what we expect to get this year and how we expect to get it.

An Explanatory Letter.

Mr. Aubry of Stockton urged that any such circular be made very short, since the less that was in the circular the fuller the merchant would examine it carefully as soon as he received it. He urged that circulars be sent out to the trade in the week between Christmas and New Years, since that was a slack time.

Mr. Doyle explained that his association had written to the Merchants' Exchange, and had been informed by that organization that they expected to co-operate with the Association in every way.

Mr. Aubry thought that letters should be sent to all the state merchants who would profit by the laws we hope to secure. He suggested that a letter be prepared by the State Association and be sent to the affiliating associations in order that their names might be used.

Secretary Connolly read a financial report which showed a balance of $21.43 in the treasury.

Plan for Advocate.

Much interest was exhibited in a discussion in regard to the **Grocers' Advocate.** Mr. Hauch of Alameda, as a member of the **Advocate** Committee explained that Mr. Newberry had been sick, and urgent business had prevented him from giving to the paper the attention that he felt should be given. He though that it would be well for the State Directors to take entire control of the paper since the Association was responsible for it, and was to profit by its income.

President Jost suggested that while all agreed as to the desirability of such action, that he felt that the Directors should wait until the committee having charge of the **Advocate** should request that such action be taken.

The matter of improving the **Advocate** was discussed at length.

Editor Powers explained the conditions that prevailed and outlined certain plans that he thought would be wise for the near future. These plans were listened to with much interest and met with the approval of the Board.

Directors Take Hold.

A recess of the State Directors was taken and, as Messrs. Hauch, Doyle and Aubry of the **Advocate** Committee were present and formed a majority of the committee, they held an official meeting, at which the action proposed by Mr. Hauch was followed. The State Directors then re-convened and Mr. Jost appointed a new **Advocate** staff, consisting of the Directors of the State, with Mr. Hauch of Alameda as chairman.

Mr. Hauch spoke briefly to the Board, telling them that he expected each man to dig in and help him in the matter of securing business for the paper. He insisted that there was no reason in the world why the paper should not produce largely and he felt that the grocers would be wholly to blame if it did not. He stated that he would take a day each week after the first of the year, and he wanted each man present to promise to give him a day a when he was called on.

All present gave their word.

The meeting then adjourned.

The visiting Directors were regaled at Baehr's Cafe.

CANNED PEA TRUST.

An advice from St. Louis recently states that a combination of the principal packers of peas in Wisconsin and Michigan is in process of formaton. The advice says: "It is learned from an absolutely reliable source that options have been secured upon nine-tenths of the pea packing plants in the two states mentioned, and that the very largest and most famed canneries and brands are included.

"All has been done toward completion of the organization except raising the capital, and it is understod that a Chicago trust company has agreed to underwrite the stock subscriptions provided a certain amount of the stocks and bonds could be placed before organization. Solicitors and promotors have been calling upon certain capitalists and investors during the past few weeks for the purpose of selling the prescribed portion of the stock and bonds.

"Brokers representing the various canneries in Chicago are not approving of the movement, and are doing nothing to promote it, for it means a loss to them of valuable agencies as the product of the 'Pea Trust' would as a part of the 'enormous economies' to be installed be sold by a salaried representative."

KNOW CONDITIONS.

What the Retailer Who Succeeds Must Unnderstand.

Not every man can make a living as a retail grocer. It requires hard work, close figuring and long hours, and even with these his chances of success are very small indeed unless he knows the business thoroughly.

Before a man enters business in a given locality he must answer satisfactorily these questions:

Am I qualified by experience to make a success of this business?

Is there an opening for me in a given locality?

If so, what sort of a store must I conduct in order to appeal to the majority of people from whom I must draw my trade?

Must it be a cash store?

Can I safely extend credit?

Have I the capital with which to do a credit business?

What is the practice of others in this respect in this locality?

How are others conducting their business?

What are their weak points?

What are their merits?

NOT ENOUGH PROFIT.

In commenting upon the failure of J. T. Delahay & Co., New Orleans Grocery Cutters, a paper of that city says:

"The failure is attributed to heavy expenses, as the business was extensive. There is no mistaking the fact that Mr. Delahay's aggregate sales were large, but he sold his goods so low that **he could not make decent profits,** consequently he was forced to the wall.

"In this miscarriage of judgment a splendid example is set for the retail grocers who cut prices simply because their nearest competitor is also a price cutter.

"Had Mr. Delahay sold his goods for better prices he would probably be saved the humiliation of going back to a concern he attempted to successfully compete against.

"He is given the credit of being a shrewd and capable business man, but he apaprently used poor judgment when he allowed his stock to be sold below cost simply because his rivals on the other side of the street were engaged in demoralizing prices, instead of making money and upholding the dignity and usefulness of the local business."

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal

First Vice-President.
J. R. Newberry—Los Angeles, Cal.

Second Vice-President.
Fred Dresser—Portland, Ore.

Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

Secretary.
H. Hauch—Alameda

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

NATIONAL CONVENTION.

Outlines of What Is Expected at Dallas

In regard to the Annual Convention of the National Grocers Association, that is to be held at Dallas, Tex., January 22, 23 and 24, President J. A. Green writes:

"There is no question that this will be the largest convention of retail grocers ever assembled, and the interest displayed at the present time speaks well for a convention of interest and work.

"Every phase of the situation will be discussed, and all who attend will, no doubt, feel well paid for the time spent in attending the convention.

"Let all who can make it a point to attend this convention."

Secretary Wm. Gray writes:

"The many inquiries received go to show this will be the banner convention, unparalleled in attendance, and unequalled in interest. From that meeting should go forth a determination to bring our work down to a settled basis. It should give inspiration and courage to the hopeful, and to those who have been foremost in the fray, and back-bone to those who have been well wishers, but have lacked energy, and have been more inert than active.

"We are already assured of delegates from Maine to California and from almost every intermediate state.

"Our by-laws need a thorough revision. They were written when dependence upon the donations of manufacturers and others was our principal reliance, and are not adapted to the realization of our boast that dependence has given place to indpendence."

ASSOCIATION NOTES.

New York.—The Retail Grocers' Union decided to hold a smoker in connection with the installation of its officers, to be held the first monday of the new year.

Grand Rapids, Mich.—The Michigan Retail Grocers' Association will meet in annual convention at Grand Rapids, Tuesday, Wednesday and Thursday, February 12, 13 and 14. A month or so ago it was announced that the State Association would convene there on January 15 and 16. Later it was found that these dates were objectionable as they came right in the midst of the holiday season when merchants all over the state are too busy to leave their business. Hence the change.

Youngstown, Ohio.—The secretary of some convention of the Ohio Retail Grocers' Association was here at Youngstown. President W. J. Mason of the Youngstown Association called the meeting to order. After the Mayor had delivered his address several important resolutions were passed.

Detroit, Mich.—Detroit is to have another city hall when the one burned in November 1893. Plans were submitted by the Detroit Retail Grocers' Association at a meeting in the Bartlett building. The time for completion, they will require two and one-half years. The new hall is to cost [illegible]

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte. $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

FAVORS FIXED PRICES.

Eastern Grocer Wants Manufacturer to Protect the Retailer.

A correspondent of the "Modern Grocer" of Chicago writes that paper as follows:

"I was also interested in your question as to whether the manufacturer should place a selling price on his goods, and will say that for my part I should be very much in favor of the manufacturer placing a minimum price on his products—that is, **the lowest price at which the goods should be sold**—and let the purchaser use his own judgment as to whether he should or should not get more than that price. In some localities it would be necessary to get a little more on account of freight rates, etc. **This would do away with a great deal of price cutting** which is the ruination of any business."

In commenting on this letter the editor of the "Store Management" department says:

"I want to suggest, in relation to the problem of price cutting, that such cutting is prevelant just because merchants do not know enough about their business and **try to dodge the facts of expense and the cost of handling their wares.** If we could become educated to the truth that it takes just so much money to do so much work, we might be a prosperous class of merchants.

"And note here our peculiar recklessness: the engineer would never think of starting up his engine without making sure of his safety valve, so that he might know just what he is doing. But we do just that sort of thing.

"And not only do we start, but we continue to run without any kind of idea about what we are doing."

Last year's French walnut crop has been all disposed of, and the new crop is now being marketed and held at advances over last year.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer,** Trade Mark.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

OFFICERS AND DIRECTORS.

RETAIL GROCERS AND MERCHANTS Association of Alameda Co.

President, H. K. Duncan.

Vice-Presidents: 1st, F. G. Eiben; 2d, J. L. Woodworth; 3d, G. T. Morris; 4th, C. Hadlen; 5th, A. Sutherland.

Treasurer, G. A. Russell.

Directors, H. Hauch, A. J. Nor, H. D. Cusning, G. Hoffman, J. Hopkins.

Secretary, R. D. Holmes.

Association meets the 1st and 3d Monday of each month at 8 o'clock, p. m.

NOTICE.

Whenever any prices in the Manufacturer's List, printed on Page 12 of the Advocate, are cut, members should notify Secretary Holmes as promptly as possible. (His telephone is Oakland 151). Mr. Holmes will at once take steps to have the cutting stopped.

OAKLAND MEETINGS.

Following are the dates of the meetings of the Alameda County Grocers' Association:

December, 1906.—Monday, the 3rd, and Monday, the 17th.

January, 1907.—Monday, the 7th, and Monday, the 21st.

February, 1907.—Monday, the 4th, and Monday, the 18th.

March, 1907.—Monday the 4th, and Monday, the 18th.

AFTER LEGISLATIVE FUNDS.

Oakland Association Takes Active Measures to Raise Necessary Money.

Mr. H. K. Duncan, president of the Alameda County Grocers' Association, has appointed the following committees to canvas for funds to be used in drafting laws and presenting them at the coming legislature.

For Alameda—H. Hauch, 1411 Park St.; L. Warnke, 2101 Railroad Ave.; Muller Bros., Bay and Santa Clara Aves.; George Wittman, 1217 Railroad Ave.

For East Oakland—J. B. Hopkins, 1152 E 14th St.; J. L. Woodworth, 551 E 12th St.; George Hoffman, 250 E 16th St.

For North Oakland—F. C. Koerber, 1980 Broadway; George Ressiguie, 34th and Telegraph Ave.; M. P. Manning, 5901 Canning St.

For West Oakland—A. Sutherland, 1740 7th St.; Hawkins Bros., 8th and Chester Sts.

For Oakland—H. D. Cushing, 528 13th St.; O. Burn Palmer, 1177 Market St.; John Mitchell, 1211 Broadway.

For Fruitvale—M. J. Styles, 2539 Fruitvale Ave.; J. E. Frazier, Peralta Ave.; M. A. Ferrell, 1304 Fruitvale Ave.

For Emeryville and Vicinity—Chris. Bernhard, 38th and San Pablo Ave., Emeryville; W. H. Hamman, 361B St.; F. I. Wetmore, 2012 San Pablo Ave.; Carl Jacobson, 2201 Adeline St.

For West Berkeley—Chas. Hadlen, George Feddewitz.

For Berkeley—J. E. Morehouse, W. Walker.

The Alameda County Grocers also propose to appeal to kindred organizations for assistance.

WHAT THEY HAVE DONE.

The State Grocers' Association has enabled the merchants of California to unite in meeting the expenses of securing fair legislation and in concentrating their influence so as to make that influence effective.

For over thirty years, only one measure of value to retail merchans was secured from the legislature. It was secured by the San Francisco Retail Grocers' Association in 1873. It was an amendment to the state laws allowing the attachment of half a man's wages.

Laws Secured.

At the session of 1903, a law was secured allowing the attachment of the wages of a public official. An amendment to the Pure Fod Law was secured, making a guaranty of purity a sufficient protection to the dealer. A law allowing the formation of mutual fire insurance companies was secured, but was vetoed by Governor Pardee.

At the session of 1905, a law making trading stamps illegal was secured but proved unconstitutional when taken to the Supreme Court. A law making a payment renew an account was carried through both houses, but was vetoed by Governor Pardee.

A third law was secured that makes a wife's separate property responsible for the necesaries of life.

Work to Be Done.

On another page we tell of the laws that the State Grocers' Association hopes to secure at the coming legislature.

The State Association must have funds to have the laws properly drafted and to pay the expense of sending committees to Sacramento, and of sending out circulars. The cost of telegrams and telephones to concentrate the action of the merchants throughout the country is also very heavy.

If we secure only the passage of a law extending the statute of limitations so that a bill would not outlaw for four years instead of two, as at present, and making a payment renew the account, it would be worth many dollars to every merchant in California.

Every merchant who is willing to help in securing the passage of these laws, should send his name to the secretary of the State Grocers' Association, **Frank B. Connolly, 1714 Webster St., San Francisco.**

W. H. Hutson is now the manager of the New York office, 165 Hudson Street, of Bond Scale Co., A. L. Forbes having gone to the head office of the company at Los Angeles.

HUNTER
BALTIMORE
RYE



THIS TRADE-MARK REPRESENTS THE HIGHEST STANDARD OF EXCELLENCE, THE AMERICAN GENTLEMAN'S WHISKEY.

Agents for California and Nevada.
San Francisco, Cal.

VALUE OF PREMIUMS.

A grocer in [illegible] conducts a coffee and tea store one block from his grocery, in which he gives the usual premiums of china, glassware, pictures, etc., with all purchases of tea and coffee. In the grocery store he obtains the same quality of goods and charges about the same prices that he does in the tea store. The stores are conducted under the same name, they are only one block apart, and all his trade understands that they both belong to the same man. In the tea store Mocha and Java coffee is 25 cents a pound with a premium; in the grocery store it is 25 cents without the premium. The trade is about equally divided between the stores, doing as much coffee and tea business without premiums as the two same ones with premiums. It seems like an odd condition of affairs.

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Dried fruits scarce.

Satisfaction makes trade.

Keep the dead beat moving.

Sell quality goods. It pays.

Don't forget your guarantee.

Your customers won't excuse dirt.

Price cards are effective advertising.

Nuts help to make a good window.

Store cleanliness must be maintained.

Seasonable goods make the best display.

Demand and give 16 ounces to the pound.

Codfish is firm and the tendency is upward.

Holland herring is quiet and unchanged.

Put pure food back of your grocery department.

Scotch herring is in good supply and easy.

The measly dead-beat hasn't got his quietus yet.

Prices on nuts are unusually high this winter.

Italian chestnuts are scarce and may go higher.

There is very little stock of almonds or walnuts left.

Don't entirely cut off ventilation from a show-window.

Don't put inflamable stuff against an electric lamp socket.

The demand for everything in cured fruits continues strong.

French mushrooms are in limited supply and active request.

Switzerland sold to the United States in 1905 chocolate valued at $530,000.

Nutmegs are decidedly stronger on cable advices from the East.

A store which must be kept open at night should be well lighted.

Discipline in the store helps toward the goal of financial success.

Remember the National Pure Food law goes into effect January 1st, 1907.

Placards in front of the store attract attention and help sell a lot of goods.

The imports of tea to this country last year amounted to 103,000,000 pounds.

Demand that your employes address you respectfully. Don't let 'em call you "Bill."

Baltimore advices reports that the market for preserved strawberries is practically bare.

Politeness and smooth talk rarely lose a sale. Discontented argument never won one.

Polite clerks, anxious to please customers and interested in the business are worthy their hire.

In the holiday rush don't forget to watch for the leaks. A small leak may sink a mighty ship.

The season's pack of tomatoes in Delaware is reported to be practically all out of canners' hands.

A good wooden box is worth something nowadays and several good boxes have a market value.

Remember that the **Advocate** by the year costs less than 4 cents a copy. Can you afford to be without it?

When you write advertisements, remember that it is not how much you say that counts, but how you say it.

What is more attractive in an up-to-date retail grocery than a nicely arranged salt fish and cheese department?

The recent advance in the prices on cottonseed oil have increased the cost of packing domestic sardines over 40c per case.

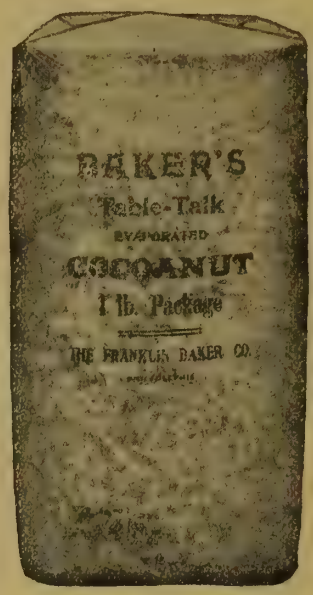
Boxes should be opened with at least some degree of care, and they should be put aside to sell or for future use.

From now till Christmas will be an active period in all kinds of merchandise. There's business to be had, and the hustler will get it.

Florida is coming to the front with the biggest orange crop since the year of the big freeze, 1895, and the quality is reported to be fine.

BAKER'S

TABLE TALK COCOANUT IN PARCHMENT BAGS



The Ud-to-Date Package

Preserves the Original Flavor of the Cocoanut. Keeps out germs and dirt. The Parchment paper being transparent plainly shows the flaky cocoanut within. A trial Order will bring immediate results.

Cases, 30 pkgs. 1-lb. each, also 60 pkgs. ½-lb. each, assorted as follows: 30 ½-lb. pkgs. and 15 1-lb. pkgs. 11c per pound.

John H. Spohn & Co., Agents, 50-52 Clay St., San Francisco.

It is estimated that the Oolong tea out-turn will amount to 20,000,000 pounds, compared to an average of about 23,000,000 pounds.

The Hawaiian sugar crop for 1906 promises to be the biggest in the history of the territory. It probably will amount to more than 450,000 tons.

The scarcity of olives has caused an advance in pure grades of olive oil, which are from 10 to 15 per cent higher than recently and going higher.

Determine to use your energy in 1907 in planning to conduct your business along systematic lines and with the minimum of loss through credits.

The olive crop of Europe is very short and olives have abvanced about 35 to 40 perecent since that fact was ascertained. The California crop is also short.

French peas are practically exhausted as to the supply and the pack is in the hands of retail trade, as packers and jobbers have about closed out all their holdings.

According to letter advices from Baltimore the bankers' committee which controls the balance of the stock of the so-called tomato syndicate has advanced the price on 3-lb standards to $1 f.o.b.

The apple crop of the United States is estimated by the "Orange Judd Farmer" as 36,120,000 barels for 1906, compared with 23,495,000 for 1905, 45,360,000 for 1904, 42,626,000 for 1903, and 46,625,000 for 1902.

There is an urgent demand from interior jobbing points throughout the east for all kinds of new California dried fruits, prunes, raisins, apricots, peaches and all along the line. Deliveries and shipments have proven unreliable everywhere and with everybody.

Aberdeen advices state that the salmon pack of Grays Harbor this season amounts to 43,000 cases. There will be no fishing until December 15, except for Quinniault salmon, over which the State is said to have no jurisdiction, as they are taken on the reservation.

Sifted Western peas are scarce on the spot and in some demand. Up to $1.40 has been paid for limited quantities of extras. Standard grades are closely cleaned up and continue in demand, but at the prices demanded buyers confine their purchases to the smallest quantities consistent with actual requirements.

Bellingham, Wash., advices give the salmon pack of the Pacific American fisheries for the season just closed as follows: The pack of sockeye shows 160,000 cases, or 15,360,000 cans. The cohoe salmon, which is commonly known as the silvers, is given at 60,000 cases, or 5,700,000 cans. The chums or spring salmon reaches 125,000 cases, or 12,000,000 cans. The above is estimated on the basis of 48 cans of one pound each to the case.

At the last meeting of the St. Louis Retail Grocers' Association the statement was made that three-fourths of the grocers who kept open shop on Sunday would favor closing if it was universal. If that is a fact it seems as though the majority could find some means of swinging the minority into line and giving the grocer one day's rest a week. In no other line of business are the hours so long as in the grocery business, and there is really no need of it. People can only eat so much, and they can buy what they need just as well in six days as they can in seven.

Canned tomatoes, while they have held about steady in price during the last several weeks, are regarded favorably by close students of the market. For instance, one of the best known experts in Baltimore said the other day: "The fact that the market is showing such strength at this time of the year, in the absence of any specially heavy demand, indicates good, healthy conditions which may result later on in better values. The reports coming in from all sections of the country show that stocks of tomatoes in the hands of jobbers and retailers are below the average. This, taken in connection with the heavy sales of futures this year, shows an unusually heavy consumption of tomatoes."

According to B. O. Bowers & Co. the stock of domestic sardines in the hands of packers and commission merchants is much lighter than has been known in many years.

The catch of sardines on the coast of Portungal, which is just beginning, is said to have shown poor results so far, and packers are compelled to pay exorbitant prices for fresh fish. Added to this there has been an advance in oil, tin, solder, labor, freights, etc., which has greatly increased the cost of packing.



$65.00

Highest Grade Chart Scale ever made, Capacity 30 lbs.
$65.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer!

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

Clerk's Corner.

KNOWING ENOUGH TO BE BOSS.

The most common mistake of today of young men starting out in business is the idea that one of culture and refinement need not study the details of a business, but may learn enough to superintend a factory or a mill by coming into occasional or superficial contact with the office. Of course, there are sometimes cases in which a brainless son may be fortunate in engaging the services of a capable and honest manager who permits him to believe that he is supervising the manager's work; and in such cases the young man, and sometimes the public also, is deceived into the belief that he "knows enough to be boss," though in point of fact he knows practically nothing of the business. But such cases are rare. As a usual rule, the man who knows enough to be boss is the man who knows enough to do the work of any laborer in his employ. And, moreover, such a man is usually boss.

One of the President Roosevelt's friends, seeing him in the midst of a big, busy day's work, asked him how he could stand such a strain.

"Oh, I like my job," said the President, with glistening eye.

What a finer world this would be, what a more contented, happy people we should all be, if we could bring more joy into our work so as to be able to say just that: "I like my job."

Ask the average man about his work, and in nine cases out of ten he will tell you of the struggle—of this difficulty, of that obstacle, and of some other care. It is the rare exception that you find a man so in love with his work as to wish his son to follow his footsteps.

"Any other trade, any other profession than mine for him!" he says. But what a difference when a man's eye kindles as he says, "I like my job."

That is the spirit that grapples with difficulties and conquers them; that looks upon an obstacle as simply something to overcome—the conquering spirit of a relish for the "job" in hand, whatever it is; the playing of a game wth a zest that makes for the surest success and the biggest, truest happiness—the man who wins.

That is what we want in our lives, men and women, whatever the work in hand; the spirit that works with a will and says, "I like my job!"

Referring to the situation in sockeye salmon the Griffith-Durney Co. of San Francisco say: "To give you an idea of the strength of the market would state that we have just sold 6,000 cases of fancy sockeye flats at $1.60 f. o. b. cannery, and our people now refuse to sell any more sockeyes flats under $1.60 for flats, $1.45 for talls, and $1.00 for halves."

PRES. JOST AT WORK.

Sends Out Searching Questions to Many Grocers.

A. A. Jost, president of the State Grocers' Association, sent out the folloing letter to numerous of his neighbors in Northern California:

Dear Sir: Has the past year been a successful one? Are you getting the best results for your work, time and worry? Did it ever occur to you that you can and would be better off if you had a good live Retail Grocers' or Grocers' and Merchants' Association in your town? Why don't you get your neighbors together and talk it over?

It means protection from unscrupulous debtors.

It means better profits—you need them.

It means shorter hours—that sounds good.

It means more time to get acquainted with your family—or some one else's.

It means better laws.

It means better treatment at the hand of the manufacturer and jobber.

It means a better fellowship among those who labor early and late, and for what—a mere existence.

The State Association can be helpful to you. Will you let us?

The standard of the retail merchant can and must be established upon a higher plane. This can be accomplished by a united effort, and that means get in and organize a good live local Association.

Write for information to Secretary Connolly, Frederick and Stanyan Sts., San Francisco, or

Yours very truly,
A. A. Jost, President.

Subscribe for the **Grocers' Advocate**; it contains valuable information and it belongs to the State Association.

Spot stocks of Brazil nuts in New York are reported to be much below the average for this time of the year.

According to one estimate the pack of domestic sardines will not exceed 900,000 cases, or 1,300,000 cases less than that of last year.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per doz
Pts. ..... 2.00 per doz
½ Pts. ..... .90 per doz

PASTE.
1 lb.....$3.00 per doz
½ lb..... 1.75 per doz
3 oz..... .50 per doz
Barkeeper's Friend Powder, gross.....$18.00

U. S. METALLIC POLISH PASTE

is put up by a Practical Chemist; also in Liquid Form. Free from Acid or Grit. Twenty years in the Markets of the World. For sale by all dealers. Also the Savoy Alkali Floor Powder, containing no grease.

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal.

NEW CROP
RICE
Carloads arriving every day
Buy Direct
W. T. WELISCH & CO., Rice Factor.
Monadnock Building, San Francisco, Cal.

Attracting Trade.

DRAGGING IN TRADE.

Using Catalogue House Methods To Get Farmer Business.

The general merchandise dealers should profit by the example of the catalogue houses. They should get busy and send their farmer customers a letter or a well written little pamphlet telling them about how you can sell them better goods and at lower prices than any outside concern on the face of the earth. Incidently don't overlook the fact that the farmer is subject to being influenced by a little reading that will open his eyes as to the effects of sending away money from the community where it is earned, says "The Price Current."

Do you make your home paper help secure trade as you might? Do you use pullers that pull trade?

Money paid for advertising is an investment. You should make it pay.

The special salesman, and advertising expert generally takes a page or two pages, and never less than a half a page. He doesn't generally rely upon newspaper advertising alone, but sends out posters, letters, handbills and hustles things.

It is just as easy at this season of the year for you to hold a special sale. Make it a special fall clearing, or a winter opening, or an advance holiday, or a special farmers' sale or any other old thing that will attract attention.

Now when the big trade is to be had, get out after it.

If you don't do it, just set it down that someone else will.

EATING MORE SALMON.

The World Absorbing Larger Quantities of Fish Each Year.

The Alaska Packers' Association is the largest salmon canning interest in the world. In a booklet, it tells a great many interesting facts about canned salmon.

Average annual pack for the four years ending 1897, about 2,400,000 cases.

Average annual pack for the four years ending 1901, about 3,400,000 cases.

Average annual pack for the four years ending 1905, about 4,000,000 cases.

Since its organization and during the thirteen years, 1893 to 1905 inclusive, the Alaska Packers' Association packed 11,947,527 cases, or 36 per cent of the 32,858,350 cases packed from American waters during that time.

At present the world's consumption is equal to an average of 11,000 cases daily.

New fishing grounds are being exploited, artificial propagation is carried on to an enormous extent, and while there need be no present fear of the diminution of the salmon supply, the canned product will not increase in quality, the fish being so much sought after in their fresh state. Fresh fish handlers with refrigerating appliances have invaded every salmon district, including that of Alaska, and they are paying more for the raw fish than the canner can afford. This fact, together with the greater cost of charters, labor, tin plate and other material, has increased the cost of packing, and in consequence a third of the salmon canneries of the Pacific Coast, which could not be operated economically, have been closed.

Markets in which the different species of salmon are consumed:

1 The quinnalt, tyee, chinook or king salmon, principally the United States.

2 The red salmon, blueback, or sockeye salmon being the favorite the world over.

3 The cohoe or silverside, principally the United States.

4 The humpback, or pink, principally the United States; some in Australia, South and Central America and the Orient.

5 The chum or dog salmon, United States.

On a four million case pack the distribution would be:

United States	2,000,000 cases
United Kingdom	1,300,000 cases
Canada	150,000 cases
Australia	150,000 cases
All other countries	400,000 cases

Packers who have canned corn that is sweetened with saccharine are reported to be anxious to dispose of their holdings before January 1 next, when the new pure food law goes into effect, and are pressing it on the market at low prices.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over SIXTY YEARS by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHOEA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-five cents a bottle.

LASH'S
Kidney and Liver
BITTERS
CURES DYSPEPSIA
1731 Mission St., S. F., Cal

PAINLESS
DENTISTRY



If your nerves are sensitive and your teeth are delicate, you should surely come to us for your dental work.

Our methods are absolutely painless, and the most nervous person never has any cause for dissatisfaction here.

We employ 10 operators—every man a skilled and experienced dentist, with a superior knowledge of some particular part of dentistry, and you may depend upon it that your work will be as well done as it is possible to do it, and you will not suffer a bit of pain, either.

Painless silver fillings	$ .25 up
Painless cement fillings	.50 up
Painless gold fillings	.75 up
Painless gold crown, 22k	3.00 up
Painless porcelain crowns	3.00 up
Painless bridge work, per tooth	3.00 up
Full set of teeth	4.00 up

Open evenings till 9—Sundays all day

Van Vroom
1501 Fillmore, cor. O'Farrell
San Francisco, California
Too Hot at Sixth and Market



JAMES GEDDES & CO.
Pacific Coast Agents for
THE STANDARD SCALES,
Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.
431-433 LARKIN ST.
San Francisco, Cal

WE NEED YOUR HELP

TO GET THESE LAWS.

Every reader of the Advocate should look carefully over the following list of laws that the State Grocers' Association proposes to introduce at the next legislature. If any of them "look good to you," we would ask that you write us and tell us whether you will be willing to help get them.

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures —net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Their Passage Means Dollars to every Merchant in the State of California.

The Legislature will Grant Them

IF The Merchants of the State Unite in Demanding Them.

If you are willing to do your share, Fill Out the Annexed Blank:

_____ 1906.

FRANK B. CONNOLLY, Secretary,
California Retail Grocers and Merchants Ass'n,
1714 Webster St., S. F., Cal.

Dear Sir:—We wish to work with the other Merchants of California, to get better laws and to better trade conditions, and therefore, enclose THREE DOLLARS [$3.00] to pay our dues to the **California Retail Grocers and Merchants Ass'n.**, for one year from date, with the understanding that this payment entitles us to receipt of all official communications and he privilege of appealing to the other members of the organization for co-operation in correcting abuses from which the merchants of this community may suffer.

Signed_____

Address_____

FRISCO GROCERS

Continued from page 5.

the cut of Carnation Cream with Wilson's Market and that the matter of fixing a selling price was under consideration.

A letter was read from the State Grocers' Association saying that that organization was prepared to pay $50 of the expense of the president and secretary of that organization could those gentlemen attend the National Convention.

President Doyle stated that San Francisco would be doing herself an injustice if she did not have a representative at the National Convention. The splendid way in which the Association had been treated by the Grocers of the entire country made it necessary for San Francisco to show its appreciation in a substantial way. This idea was coincided in by all present.

The National Delegate.

T. Salomon moved that Mr. Connolly be allowed $200 to meet his expenses as delegate. The motion was seconded and it was carried. It is worthy of note that Mr. Salomon made the motion to send Mr. Stulz to the first convention of the National Association held after its reorganization.

The following letter from the National Secretary, John A. Green, was read:

Dear Friends: The time of the National Convention of Retail Grocers is drawing near. The place of holding the convention is Dallas, Texas. The date, January 22, 23 and 24, 1907.

Questions of greatest interest to the retail grocers of the United States will come before the convention for discussion. I sincerely urge you as members of our organization on the Pacific Coast to make every endeavor to have as large a representation from your section of the country as possible.

Believing that it is necessary in order to accomplish any great good, that the greatest number of delegates be present in person and participate in the discussions which are bound to arise, and which will bring out all of the best things that will benefit the retail interests of the United States.

Thanking you for your co-operation and assistance during the past, I beg to remain, Yours very truly,

John A. Green,

John A. Green, President.

Secretary Cusack's letter of resignation occasioned many complimentary remarks for that young gentleman. Secretary Connolly stated that the results achieved by Mr. Cusack had far exceeded his expectations. Each member present recalled some particular instance in which Mr. Cusack had been of great value to the organization.

Flour Profits.

The report of the committee on "Flour Prices" was called for. Secretary Connolly reported for this committee that he had tried to arrange a meeting with the millers. The various mills had informed him that they were all working with the idea of providing a settlement that would be satisfactory to the retail grocers. They exepected to have the matter arranged at their last meeting. They thought that they could arrange the matter without the necesity of another meeting with the retail grocers. One of the millers had stated that the price of flour could be reduced to the retail dealers 20c a barel, and the retail selling price kept at the present figure.

Mr. Connolly was satisfied that the matter would be settled by the first of the year.

Banquet Arrangements.

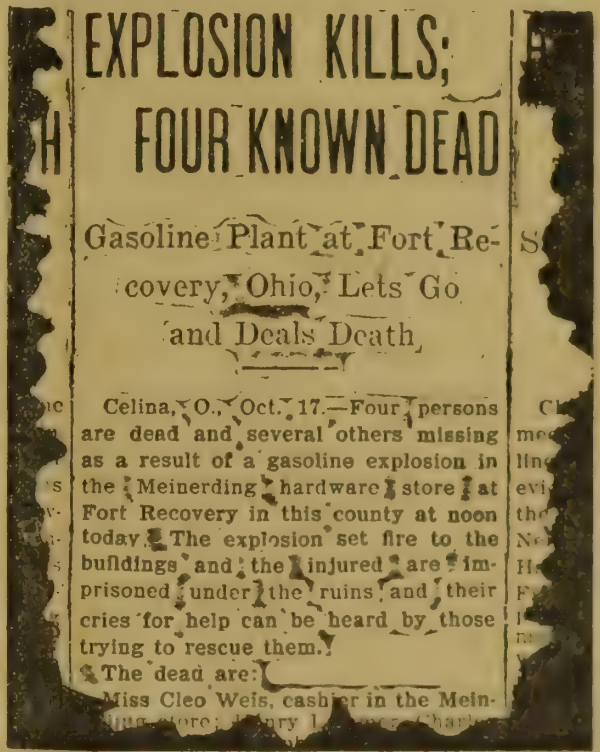
H. D. Burmeister for the Banquet Committee, reported interviewing various restaurants. He found the facilities for a large banquet very limited. On motion of R. Dietrich, who is also a member of the committee, the matter of the place of the banquet was referred to the Banquet Committee, who were given full power to act, and who arranged to meet on next Wednesday evening at the store of J. W. King, at 22nd and Valencia Sts.

Special interest will be taken in the banquet, since Secretary Connolly will start on his Eastern trip next day, January 16, and A. Zietlich, a member of the committee, will embark on the sea of matrimony on the Thursday after the banquet, January 17th.

On the suggestion of Secretary Connolly Mr. H. B. Arnold was added to the committee.

It was decided that the dress for the banquet should be informal.

A Bowser Would Have Saved Four Lives



EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Mein-

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our Catalog BB fully explains our gasolene outfits.

Send for it today. A request to P. O. Box 386, San Francisco, California; will receive prompt attention.

S. F. BOWSER & CO., Inc.

Fort Wayne, Indiana.

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

COAST NEWS.

CALIFORNIA.

Grass Valley—William George & Son have purchased the grocery business of W. H. Robertson, Mill stret.

Los Angeles—Robert Mulholland has purchased Vint Anderson's grocery at 3015 San Pedro Ave.

Los Angeles—W. R. Clement's has purchased Mrs. M. A. Bell's grocery store at 1601 E. First St.

Los Angeles—W. F. McCormick has purchased Mrs. T. Mentzer's grocery at 1700 So. Main St.

Los Angeles—E. Pollard has purchased the grocery formerly owned by H. S. Stern, located at 2134 West Pico St.

Los Angeles—W. B. Osborne has purchased W. O. Brooks' grocery store, located at 404 Ezra street.

Los Angeles—Allis & Warner have disposed of their grocery to Mrs. M. L. Warner.

Los Angeles—Charles H. Dye has purchased L. R. Radermacker's grocery store, located at 238 Twenty-fourth street.

Los Angeles—De Nubilla Bros., grocers, formerly located at Ord and Castelar streets, have moved into a handsome store at 652 Castelar street.

Mokelumne Hill—Hopkins & McCarthy have purchased East Side grocery store.

San Francisco—John F. Kingston, a grocer, filed a petition in insolvency Dec. 9th, 1906, in the United States District Court. He owes $5,478 and has assets worth $11,650, the greater part in stocks and bonds.

Campbell—E. W. Jack, the San Jose grocer, has sold his branch grocery at Campbell, Cal., to Mr. C. Genasci of Salinas, who will retain as manager Mr. Herbert Sault, who has managed the store in the past for Mr. Jack. Mr. Genasci, while new in the grocery business, is a thorough business man and is absolutely reliable.

San Francisco—Mr. Osborn has purchased the grocery store of Mr. Ufen's, located at 13th Ave. and Clement Sts.

Saticoy—William B. Adams has purchased H. R. Wilson's grocery store.

San Jose—The San Jose Rochdale Company at Third and Santa Clara Sts., was burglarized Dec. 4th. No money was taken and the burglar secured but little booty.

Whittier—W. H. Besant has purchased the grocery store formerly owned by M. H. Mills.

Los Angeles—Mr. W. J. Hoyt has opened a grocery store at 4309 So. Park Ave.

South Pasadena—The Model Grocery has opened its doors for business at 1028 Mission St.

Los Angeles—Cox & Fleming have opened a grocery store at Vermont and Jefferson Sts.

Los Angeles—W. T. Wilson has opened a large grocery store at Highland Park.

OREGON.

Barlow—Bauer & Tull are selling out their general store.

Bandon—W. A. Panter, of the general merchandise firm of Panter Bros., was married to Miss Mary E. Tennison Nov. 27th, 1906.

Corvallis—T. A. Boulden is reported buying W. W. Ireland's grocery.

Elgin—A dog seeking an exit through a show window in Hug Bros. general store last week managed to break $50 worth of dishes on display.

Eugene—Nicklin & Neal, general merchants, have moved into their new quarters.

Klondike—Porter Bros., general merchandise store was destroyed by fire Nov. 26th.

La Grande—Lawson Bros., grocery and feed dealers, have filed a petition in bankruptcy.

Leaburg—W. H. Wheeler has opened a grocery store.

Orient—J. H. Douglass, of the grocery firm of J. H. & E. M. Douglass, died week before last.

Prineville—McCallister & Starr, grocers, have dissolved partnership. Mr. McCallister will continue the business.

Portland—Eddy Grocery Co. has purchased the O. K. Wandrey Grocery store at 101 Mason street.

Portland—The grocery owned by E. Hoyer at Thirteenth and Glisan streets was robbed Thursday, Nov. 30th. Nothing of value was taken owing to the arrival of the proprietor.

Portland—Antone Knutson, grocer at 1100 Belmont St. was the victim of two masked highwaymen last Saturday night. The highwaymen secured about $170 from the register, also a gold watch and chain.

Portland—Emil Miller will start a grocery at the corner of Thirty-seventh and East Madison Sts.

Golden Gate Leaf Lard.

Eastern Star Hams and Bacon.

Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:

South San Francisco

San Mateo County

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, Dec. 19.—Raws are easier at 3 13-16 to 3 27-32c for 96 deg. centrifugals.

New York, Dec. 14.—Willett & Gray report:

"Raws advanced .035c during the week. The total stocks show a decrease of 92,308 tons over last year at this time. The general position of sugar is weaker. Considerable business was done in centrifugals for December-January shipments at 3.74 for 96 deg. tests with a price of ⅛c less for February shipments. There is a good crop of sugar in Cuba, but labor conditions are still disturbed. A price of 3.36 for raws was reached on February 8 last year. There does not appear to be good reasons to expect so much of a decline this season."

MAPLE SUGAR.

St. Johnsbury, Vt., Dec. 8—The Cary Maple Sugar Co. report:

"Maple sugar in Vermont is practically an unknown quantity at the present time, as almost every pound has been shipped out of the state. It is very likely that within a month there will be none left in Canada. Prices are consequently ruling very high and we look for further advance within a very short time."

MOLASSES.

New York, Dec. 14.—The "Journal of Commerce" says:

"All advices report more buyers than sellers. The market has an upward tendency. Planters are still holding back to some extent in hopes of higher prices."

TEA.

New York, Dec. 11.—John B. Brown & Co. report:

Japans.—Basket fired are unusually scarce. Between this month and the arrival of new crop during the summer of 1907, extreme prices may be looked for, grade considered.

Congos—From 16c down are unusually scarce and the values seem unreasonably high as compared with purchases made during the past two years.

Foochow Oolongs—Evidently will be higher. The stock on hand is smaller than for several years past and with the higher prices prevailing for congous, it is expected that foochow oolongs will be used largely for low grade black teas.

Green Teas.—Are held firmly.

Home Market—With a January dating teas can be sold quite promptly if at market rates. There will be a considerable advance in the market between January and next July.

COFFEE.

New York, Dec. 14.—The following cable was posted on the New York Exchange from London:

"Our Rio de Janeiro agent cables that it is reported that the States of Minas and Rio have decided to join Sao Paulo and collect the surtax of 3 francs through the Federal Government, which guarantees credit operations. The Soa Paulo Government buys 60,000 bags of coffee daily. The congestion in the interior continues."

New York, Dec. 14.—Willett & Gray report:

"Continued large receipts broke the market to a new low level. The crop movement, however, is on a scale far below sensational estimates. There is no justification in statistics for the present absurdly low prices. We are dealing with a large crop now, but the world requires it, since there is a consumption of 18,000,000 bags and the ensuing crop promises to be the smallest in the past ten years."

RICE.

The local market has been quiet during the week. The tendency to lower valuations continues at primary points and the effect is noticable locally.

New York, Dec. 11.—Dan Talmage's Sons' Co. report:

"A good demand has prevailed during the week. Buyers are insistent on immediate delivery or shipment, hence spot offerings of desirable quality, are quickly taken at full prices. An easier tone is noticable on lower medium grades, while Fancy sorts are held firmly on account of light offerings. Japan kinds are in better assortment, although strictly Fancy is scarce.

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

"Advices from the South note quiet conditions on the Atlantic Coast. At New Orleans market is steady with fair demand and no pressure to sell. Mills are closing down until after the holidays, and stocks are not overplentiful.

"In the interior—Southwest Louisiana and Texas—a fair demand is in progress. Planters claim effect of untoward weather during growth and harvest season, is being demonstrated by the light yield at the thresher—so that the expectations of the early months are modified by actual yield.

"Cables and correspondence from abroad note strong markets."

Goldsboro, N. C. Dec. 10.—Carolina Rice Mills report:

"As a result of marketing of the crop and approach of Christmas, prices on clean rice have eased off somewhat. Renewal of buying, however, will soon cause a hardening of values and in view of admitted inadequacy of the crop for average requirements we feel safe in predicting that all purchases made promptly will return owners excellent profits."

DRIED FRUIT.

The holiday season has brought about a quietness in trading that leaves but little developments of interest to note at this time. We think it is a good time to buy for that very reason. As soon as things pick up in January we look for sharp advances above the already high figures.

Castle Bros. report under date of December 4th:

"Our market on dried fruit continues to show increased strength with every indication of still higher figures being reached early in 1907. The demand for raisins and prunes has been unprecedented and both these varieties are almost out of growers' hands. Stocks of peaches are lighter than ever before at this time of the year and a 15c price is freely predicted by those in a position to know the quantity still remaining in California. Pears, apricots and plums are in such light supply that they can only be furnished in a small way in assorted cars."

PRUNES.

We reiterate our advice given in a recent issue, to "buy for the season's requirements without further delay." The world's markets are in such shape that California commands the situation, and the few goods left unsold are not anywhere near enough to supply the demand until next year's crop. The situation is in the control of strong interests and they are going to take their profits sooner or later.

RAISINS.

There are so few goods left to sell in first hands that the market is in control of the jobbers. Figures are already so high that the changes later on will necessarily be nominal, there being a limit to the price which the trade will pay.

EVAPORATED APPLES.

New York, Dec. 11.—Delmarle Bros. report:

"The market for evaporated apples is firm. One or two sellers who made some concessions in price found their goods quickly absorbed, at 8¼c for December and 8c and 8⅛c for January and February."

WALNUTS.

Fullerton, Cal.—The output of this district was not quite as heavy as last year. The price fixed for this season was 2c less than last year. Growers have decidede that unless the 1907 season's crop is much heavier than this year's, they will hold out for 2 to 3c more than was paid for them at the season now closed.

Monrovia, Cal.—The Mountain View Walnuts Growers Association shipped 29 cars of walnuts this year. The output last year was 55 cars.

PECANS.

Mexico City, Dec. 13.—Owing to failures of the Pecan crop no nuts are being exported to the United States this year. Dealers are retailing them at 3 for 1c.

Austin, Tex. Dec. 8.—The Wm. G. Bell Brokerage Co. reports:

"Pecans are now selling here from 15c to 18c per pound. There is a lively scramble among buyers even at that advanced price."

BEANS.

Beans have moved up and down to a slight degree during the week, but the changes were slight in the end.

Adolf Koshland reports under date of Dec. 5th.

"A few cars of Lima Beans have been sold locally at a fraction below general quotations. The market is acting very steady on a previous basis. Very few beans remain in the growers' hands. A great portion of the crop has been shipped out of the

$1,000.00

Guarantee of Purity protects

Alpine

THE QUALITY

Cream

THE BEST and it is therefore the CHEAPEST.

FLAVOR.—It is Free from the Cooked Taste that is found in other Evaporated Creams.

QUALITY.—Its richness in butter fat is proven by its GOLDEN GLOW.

PURITY.—The Retailer is protected in handling **ALPINE CREAM** by our $1,000 Guarantee.

THE PRODUCT OF EXPERIENCE

The Originator of Evaporated Creams—Mr. J. B. Meyenberg—whose life work, for nearly 25 years past, has been perfecting Evaporated Creams, gives his personal supervision to the production of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

WIELAND BROS.

SANSOME AND LOMBARD STREETS **SAN FRANCISCO**

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. **A. SBARBORO, Secretary**

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. **San Francisco, Cal.**

state. There is reason to look for higher prices on primes."

CANNED FRUITS.

The market in this line remains in a tranquil condition and will presumably remain so until after the turn of the year—even then there cannot be many developments owing to the depleted lines held by first hands. The market has been in the control of second hands for some time and it is up to the jobbers to make prices.

CANNED VEGETABLES.

Tomatoes are firm with an advancing tendency on account of the limited supplies which must last until next year's pack. Asparagus is becoming more and more interesting. Cheap peas are practically unobtainable. Two jobebrs have a few "soaks" coming and outside of those we know of none available.

CANNED TOMATOES.

New York, Dec. 14—The "Journal of Commerce" says:

"It was said yesterday by well posted brokers that while it might still be possible to pick up straggling lots, of 1,000 cases or so of tomatoes, at 92½c f. o. b., the market is now practically on a 95c. f. o. b. basis for labeled goods in full 3 pound standards of 1906 packing, and that it is almost impossible to buy for buyer's label at less than 97½c f. o. b. Although the and jobbers are working on light supplies, with the period for stock-taking at hand, there seems to be a general disposition to postpone any but absolutely necessary purchases until after the turn of the year."

New York, Dec. 5.—Special correspondent of the Trade reports:

"The Syndicate was credited with holding up to 1,250,000 cases when packing began. The pack is estimated to be substantially one-third larger than that of 1905, yet for full standard Maryland 3s 90c to 92½c is asked and it is impossible to buy at less. Full standard 2s are held so firmly that 75c will not buy and gallons are strong at $3.40 to $3.50. For New Jersey 3s $1.10 is asked and bids of less fail to bring out stock. The question is, Where has the pack gone? It seems practically impossible that four months has been sufficient to distribute the great pack and the carryover from last season. Yet, so far as reports can be obtained, they show that stocks in first hands were never so light at this season of the year. It would appear that the pack has either gone into consumption or has passed entirely into the hands of distributors. At any rate, the situation apparently warrants higher prices and the tendency is sharply upward."

CANNED CORN.

New York, Dec. 14.—The "Journal of Commerce" says:

"There is quite a considerable inquiry for corn, but buyers and sellers do not seem to be able to get together on the question of price. The heavy consumption during the past couple of months is said to have cut down the surplus almost to the vanishing point, and has encouraged packers to hold out for better prices on the remainder."

CANNED PEAS.

Baltimore, Md. Dec. 7.—The "Trade" reports:

"The trend of prices on canned peas is upwards. Early June standards have nearly all advanced about 5c per dozen. Quotations on standards are 1.05; sifted 1.15; seconds 95; sifted seconds $1.00. Marrowfat standards 1.05; seconds 95."

PICKLES AND CATSUP.

Pacific Vinegar and Pickle Works report:

"The market is steadily firming, both for bulk and bottle goods owing principally to the enormous call on San Francisco supplies occasioned by the unusually heavy demand from the northwest and the territory East of the Rocky Mountains."

CANNED SALMON.

New York, Dec. 13.—T. A. Aplin, of the J. K. Armsby Co., said in the "Journal of Commerce" yesterday:

"The 1906 pack of red salmon, which includes British Columbia and Puget Sound sockeye, fell short about 1,000,000 cases of the pack of 1905. The entire pack of salmon for 1905 (this includes all grades), aggregated 4,600,000. There was a carry over from previous years' packs, in the hands of Pacific canners, speculators in the East and West, and in England, of almost, if not quite, 2,000,000 cases so that the world's available supply was fully 6,900,000 cases, the largest quantity of salmon unsold in the history of the salmon business.

"Low prices on red Alaska was the result of this condition. The popularity of this price is shown in the tre-

Get the Cream of the Business

SELL

CARNATION

CREAM

And be

"The Modern Milkman"

PRICES UNCHANGED

Pacific Coast Condensed Milk Co.
Seattle, Wash.

JOHN H. SPOHN CO.,
Agents, San Francisco, Cal.



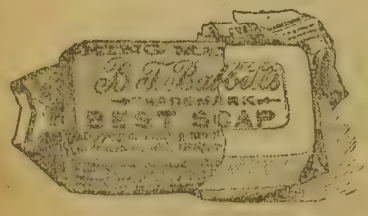
An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

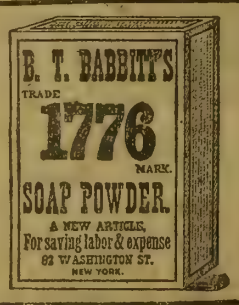


B. T. Babbitt's Concentrated Lye,

The ready soap maker—a powerful disenfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

mendous consumpton. Never in a single twelve months has so much salmon passed from manufacturer to consumer. When prices were named on 1906 red Alaska it was known that there was not a case left in the hands of the producers; it was also known that about a quarter of a milion cases were destroyed in the San Francisco fire.

"The pack of all grades of salmon for the year 1906 was 3,600,000 cases. The shortage of over 1,000,000, as compared to the pack of 1905, was almost wholly of the red varieties; and the total pack of 1906, as compared with the average pack of the past five years, is about 600,000 cases less as during the period, inclusive from 1900 to 1905, there was a total pack of 20,884,000 cases. As the consumption has steadily increased, these figures show conclusively that we have reached the period where consumption is greater than production; this, coupled with the fact that the cost of producing all grades of salmon—including red Alaska—will be greater during 1907, brings prominently to the attention of the buyers the low price now prevailing for Alaska red, the only red salmon that is attractive at a price to the retailer and consumer.

"Every product that is offered to the public in tins must show the producer for 1907, a higher cost than the ruling prices of 1906. We can, therefore, confidently figure a higher price on salmon, as it is clearly evident that the present small stock in the packers' hands will soon be exhausted. Buyers are not overlooking the fact that we have before us a consuming period of nine months before 1907 pack red Alaska salmon can reach the markets of the United States. We believe that the condition of the salmon market, from every possible point of view, is extremely sound and healthy. We know that the large consumption which took place during the season of 1905 is continuing."

Seattle, Wash. Dec. 12.—The "Trade Register" says:

"Sockeye flats and halves are very scarce and firm here at $1.60 and $1 respectively, and a few talls are to be had at $1.45. Cohie halves are quoted at 75c net. There is very little salmon of any grade unsold outside of what is held by the owners. It is reported that less than 300,000 cs. of Alaska red salmon remain, of which nearly all are in the hands of the Kelley-Clark Co. and the A. P. Assn.

"The Nanaimo, B. C., district turned out 485,000 lbs. of dry salted salmon, 48,000 lbs, of smoked salmon and 220,000 lbs. of fresh salmon the past year.

"The London and Liverpool salmon markets remain quiet but firm."

AMERICAN SARDINES.

New York, Dec. 11.—B. O. Bowers Co., reports:

"Effective January 2, an advance will occur in American sardines. Stock in the hands of manufacturers and commission men is much lighter than has been known for many years. Several of the prominent brands have been oversold and packers are short on deliveries. Fancy mustards are scarce and will probably command higher prices than on present market.'

New York, Dec. 11.—Jed Freye & Co. report:

"The recent action on the part of the packers of American sardines, in advancing prices, effective at the close of this month, has caused a considerable increase in orders. A number of packers have already been forced to withdraw from the market entirely on account of lack of stock. It is not unlikely that the remainder may be forced to advance their prices even before the date planned."

CANNED LOBSTERS.

Chicago, Dec. 6—The "Modern Grocer" says:

"A few years ago lobsters threatened to become extinct. Today they are so plentiful that they can be bought retail for 18 cents a pound, whereas they used to cost 40 cents. Like the oysters, the lobster at birth and for some time afterwards floats near the surface of the water and falls an easy prey to all fish. After the fifteenth day, however, the lobster sinks, and is then comparatively safe from its enemies. It is at this stage that they are turned out of the hatcheries to forage for themselves, and the effect of the experiment was so successful that it has now become a system in all of the State and Government hatcheries. The beneficial results of the system are shown in the great plentitude of lobsters today."

CANNED OYSTERS.

Baltimore, Md., Nov. 30—The "Trade" reports:

"The injury to the Gulf Oyster Beds and other places is now being felt at Baltimore by the increased demand. The present deficiencies are more strongly felt because of the scarcity of oysters in the Chesapeake Bay.

Only Absolutely Self Cleansing

MILL IN THE WORLD.

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills . . . . (CUT the Coffee NOT Grind it. . .

through which we have passed during last year."

FISH AND CHEESE.

New York, Dec. 11.—Strohmeyer & Arpe Co. report:

Herring.—There is a very firm tone to the market and no concessions are to be had. There are stocks of herrings of all kinds here, but very moderate, and with little demand, we believe that we shall see somewhat higher prices all along the line.

Mackerel—We have nothing to offer except just a few Norway mackerel and those are in a few and very firm hands, and prices are sure to remain high throughout the season.

Imported Sardines.—There cannot be any catch in France before next summer. In Portugal the catch is just about starting, but very small so far and prices paid for the fresh fish, simply exorbitant. Besides the prices for tin, oil, soldier, labor, freight, etc. have all advanced, consequently prices for sardines have been advanced by our packers.

Sprats.—Prices are higher and are likely to go still higher. No catch except a few extremely small fish which are caught in France.

HAY.

Somers & Co. report, under date of December 18th:

"Large quantities of both hay and grain are still blocked in the Oakland yards. The market consequently shows no change in any way, with arrivals being readily absorbed, and no weakening in prices in any way. In spite of the inclement weather the San Francisco demand does not seem to decrease in any way, although it is still the prevailing opinion here that a continuance of severe weather will send many teams back to the country. Although an occasional car of fancy Livermore wheat hay sells as high as $23.00, yet this figure should hardly be considered as a quotation. We find present prices to range as follows:

Choice wheat hay	$19.00 to 22.00
Good wheat hay	15.00 to 18.00
Other grades same	10.00 to 14.00
Wheat and Oat	10.00 to 17.50
Tame Oat	10.00 to 16.00
Wild Oat	8.00 to 13.00
Stock hay	7.00 to 9.00
Alfalaf	8.00 to 12.50
Straw, per bale	.35 to .70

NICELLE CO. INCORPORATES.

New New, N. Y.—The Nicele Olive Oil Co. has been incorporated to manufacture, grow, etc., olives and olive oil. The capital stock is $100,000 and the incorporators are H. L. Johnson, G. N. Whitney and E. Bogart.

JASON'S NEW OFFICES.

W. E. Jason, agent for the Stimson Scales, who was recently burned out, has established new offices at 412 Market St.

AMUSEMENTS.

THE NOVELTY.

Maxine Elliott has served to introduce another "first class" theater to San Francisco. It is the Novelty at O'Farrell and Steiner streets, which has been promoted from vaudeville to the best of the touring attractions. This week, Maxine Elliott has been drawing crowds to see Clyde Fitch's comedy, "Her Great Watch," with the best seats at $2. Prices will be $1 to 25c for the comedy-drama, "Yon Yonson," which opens with a matinee on Sunday.

CENTRAL.

This theater is closed until Christmas night, Tuesday, December 25th, when the Lambardi Italian Grand Opera Co. opens for a season of grand opera. The attraction is arousing much interest.

COLONIAL.

"The County Fair" is drawing big crowds at the Colonial. Frank Bacon as "Aunt Abby" is excruciatingly funny and the rest of the company are cast for congenial roles. Next Monday evening, "The Christian" will be produced with Wilfred Roger as John Storm and Inez Jewell as Gloria Quayle.

DAVIS.

A red hot war drama, "The Red Cross Nurse," tells a thrilling tale of the Spanish-American war at the Davis. There are numerous exciting war scenes, particularly a representation of the charge up San Juan hill that awake great enthusiasm. Kolb and Dill open next week in "Bankers and Brokers," a Weber-Fields burlesque.

CHUTES.

The "Day in the Alps," the Chutes, the Flume, the Scenic Railway, the big zoo, etc., all offer unlimited fun for the patrons of the big pleasure grounds. The Orpheum offering of vaudeville is as good as usual, which means the best there is.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Friends Friends

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

Wholesale Price List.

Each Department of our Price List is Checked up and Corrected Every Wednesday by Firms of Recognized Standing.

The prices quoted herein, are the "long" prices since we must quote the prices asked of dealersof average credit who buy in average quantities

	COL.		COL.		COL.		COL.		COL.
Abalones	16	Chloride of lime	18	Faucets	42	Neatsfoot Oil	20	seeds	35
Alum (ground)		Chocolate	28	Fruit Jar Caps	33	Nest Eggs	43	Steel Pens	41
Ammonia, Laundry	18	Chutney	29	Fruit Jar Rubbers	33	Nuts	5	Sheep Dip	35
Anchovies	15	Cider	29	Gasoline	20	Oil Cans	43	Shelf Paper	42
Asparagus	8	Cigarettes	47	Gelatine	30	Oil Cans	41	Shell Fish	16
Axe Handles	39	Citron	30	Ginger, Preserved	30	Oils	20	Shoe Dressing	35
Axle Grease	32	Clam & Clam Juice	16	Glue	33	Olives		Shoe Brushes	40
Bacon	9	Clam Chowder	16	Gum, Chewing	25	Olive Oil		Shrimps	16
Bar Sugar	2	Clothes Lines	41	Ham	9	Olive Oil (imitation)		Smoked Fish	15
Barrels	43	Clothes Line Pulleys	41	Herring	14	Oysters	16	Smoking Tobacco	45
Barrel Covers	43	Clothes Pins	41	High Grade Smoking To-		Pails	42	Snuff	48
Basins	43	Coal Oil	20	bacco	47	Paints, Dry	21	Soda and Saleratus	27
Baked Beans	8	Cocoa	28	Honey	5	Paper Bags	32	Soap	18
Baking Powder	27	Cocoanut	29	Hops	30	Paper, shelf	42	Soap, Scouring	19
Bags (paper)	32	Codfish	13	Horseradish	36	Paper, Toilet	31	Soups	31
Barley, Pearl	21	Coffees	1	Ink	44	Paper, Wrapping	34	Spices	26
Baskets	39	Coffee Extracts	1	Insect Powder	34	Paprika	28	Spittoons	13
Bath Brick	32	Coffee Mills	41	Ironing Boards	42	Parafline Candles	32	Spoons, Wood	33
Beans, Canned	8	Condensed Milk	29	Jams	6	Pastes	23	sprats	16
Beef, Barreled	9	Condiments	39-40	Jars	33	Peanut Butter	30	Starch	20
Beef Extracts	28	Corks	41	Jellies	6	Peas (canned)	8	Stationary	44
Benzine	20	Cordage	35	Lanterns	43	Peels	30	Stick Candy	34
Binder Twine	35	Corn (canned)	8	Lamp Burners	42	[illegible] (peels)	sup	Stogies	46
Blacking, Shoe	35	Corn Starch	20	Lamp Chimneys	42	Pencils	44	Stove Polish	34
Bloaters	14	Cottolene	30	Lamp Wicks	43	Pepper	26	Sugar	2
Bluestone	32	Crackers	17	Lantern Globes	43	Pepper Sauce	36	Sugar, Maple	2
Bluing	18	Cranberry Sauce	7	Lard	9	Pickles	37-38	Syrup	3
Borax	18	Cream (evaporated)	29	Laundry Materials	18	Pigs Feet	9	Tacks	43
Boullion Capsules	28	Cream of Tartar	27	Laundry Starch	20	Pineapples (canned)	8	Tapers, Gas	43
Bowls	39	Currants	3	Lard Oil	20	Playing Cards	44	Tapioca	21
Brooms	39	Curry Powder	30	Lead Pencils	44	Plug Tobacco	46	Teas	1
Breakfast Foods	22	Cuttle Bone	33	Lemon Squeezers	42	Plum Pudding	30	Tobacco	45
Brushes	40	Demijohn	41	Lemon Sugar	30	Polish, Metal	34	Tobacco Cutters	43
Butter Ladles	43	Dishes, Wooden	39	Lim Juice	30	Polish, Shoe	34	Tobasco Sauce	36
Candies	24	Door Mats	41	Linseed Oil	20	Polish Stove	34	Toilet Paper	34
Candles	32	Dried Fruits	3	Liquid Bluing	18	Pork and Beans	8	Tomatoes	8
Canned Fish	15	Drops & Lumps	24	Lobsters, Canned	16	Pork, Barreled	9	Tomato Catsup (bulk)	37-38
Canned Fruits	10	Dry Paints	21	Lozenges	24	Potato Mashers	43	Tooth Picks	43
Canned Meats	10-11	Dust Pans	41	Lubricating Oil	21	Potted Fish	15	Traps	43
Canned Soups	31	Dusters	41	Lye	18	Preserves	8	Truffles	31
Canned Vegetables	8	Eels	15	Macaroni	23	Provisions	9	Tubs	42
Can Openers	41	Egg Food	33	Mackerel (salt)	13	Prunes	4	Turpentine	20
Capers	28	Egg Beaters	43	Mackerel tins	15	Raisins	5	Twine	35
Cards, Playing	44	Envelopes	44	Maple Sugar	2	Relishes	39-40	Twine Holders	37
Carpet Sweepers	41	Evaporated Cream	29	Maple Syrup	2	Rice	23	Twist Tobacco	46
Castle Soap	19	Extracts, Beef	28	Marmalade	7	Rolling Pins	43	Vegetables (canned)	8
Castor Oil	20	Extracts, Flavoring	26	Matches	34	Rope	33	Vermicelli	23
Catsups	36	Farinaceous Goods	21	Meals	21	Sago	21	Vinegar	39-40
Catsups (bulk)	37-38	Fine Cut Tobacco	45	Meats (canned)	10-11	Salad Oil	30	Washboards	43
Caviar, Russian	13	Fish & Cheese	13	Memo Books	44	Salad Dressing	36	Washing Powder	19
Cereal Coffee	28	Fish (canned)	15	Milk (condensed)	29	Saleratus	27	Wax	35
Cereals	22	Smoked	15	Mince Meat	7	Salmon (salt)	14	Wax Strings	35
Cheese, for, & dom	13	Fish Potted	15	Mixed Candy	24	Salmon (canned)	15	Whips	43
Chewing Gum	25	Flavoring Extracts	26	Molasses	3	Sal-soda	18	White Lead	21
Cherries, Maraschino	29	Flour	21	Mops and Handles	42	Salt	31	Whiting	35
Cheroots	45	Fly Paper	33	Mouse Traps	41	Sardines	16	Wicking	43
Cheese Safes	41	French Mustard (bulk)	36	Mucilage	44	Salt Fish	13	Willow Ware, etc	39
Cigarette Papers	46	Fruits (canned)	9-12	Mushes	22	Salt Meats	9	Window Screen	43
Chewing Gum	25	Fruits (dried)	3	Mushrooms	30	Saratoga Chips	30	Wringers	43
Chicory	1	Fruit Wax & Strings	35	Mustard (dry)	36	Sauces	36	Writing Paper	44
Chimneys	42	Fruit Jars	33	Mustard (bulk)	36	Sauces (bulk)	39-40	Wooden Ware, etc	39
						Sauerkraut	36	Yeast Cakes	31

Department 1

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Kona (Hawaiian)	12	16
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	12	13
Guatemala	11½	15
Costa Rica	12	11½
Salvador	11	12½

Roast Coffee.

Salvador	15	20
Costa Rica	16	20
Java	24	31
Mocha Aden	27	31
PrmeW.shd, C.A.Binds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Lion, 100-lb	
Arbuckle's 100-lb	17.37½
"M.J.B." 60 1's in case	.28
"M.J.B." 30 2's in case	.27
"M.J.B." 24 3's in case	.25
Hills Bros. Arabian Roast	.26

Schilling's Best Coffee.

	1-lb. Cartons
5-star	36¼
4-star	29¼
3-star	25¾
2-star	22½
1-star	19¼

Cartons only in 25, 50 or 100-lb. cases. Can be assorted as required.

Chicory.

California	05½
Belgian, No. 1	07½
Belgian, No. 2	.07

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, 1's, 10-lb. bx	.25
Ackermann's, ½-gross bxs, gross	1.00

You Help

BETTER TRADE

CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

1

Department 2

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.24	33
Fair	.22	24

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do, 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	37½
Oriental Blend	37½

THE ADVOCATE

is the only

GROCERY PAPER

on the

PACIFIC COAST

with a

GENERAL CIRCULATION

2

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk	4.55
Beet Granulated	4.35
Confectioners' A	4.55
Cube	4 80
Crushed	4.80
Finee Crushed	4 80
Candy Granulated	4.65
Magnolia A	4.15
Extra C	4 05
Golden C	3.95
"D" Sugar	3 85
H. & E. Crystal Dominos	7 55
Bar, bbls	6.05
Long's Peerless XXXXXX	
Do. ½-bbls	6.30
Do. 40-lb. tins	7.40
Do. 35-lb. tins	7.40
Do. 30-lb. boxes	6.55

Maple Sugar.

Vt. Pure, 30 1s, lb	17
" " 30 3s, lb	15½
Standard 1, ½ and ¼s in 25-lb pails, lb	16

3

Department 4.

DRIED FRUITS, NUTS AND

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks	5½
Evap. fancy, 50-lb bxs	8½
Evap, ex. choice, 50-lb bx	7¾
Evap. choice, 50-lb bx	7½

Apricots.

	1906 Crop
Choice Sacks	17½
Fancy Sacks	19
Fancy, 25-lb boxes	19½

Blackberries.

In boxes, per lb	none

Cherries.

Pitted, in boxes, per lb	35
Unpitted, in boxes, per lb	12½

Currants.

In Bbls	11
In mats, 50-lb	11¼
Recleaned, in bbls	10¾
Recleaned, 25-lb boxes	11¼
Recleaned, 50-lb boxes	11
Recleaned, 1-lb carts	12¼
Recleaned, 12-oz carts	11

Dates.

Fard, 14-lb., per lb., (70-lb 7½)	8½
Persian, 65-lb. case	6½

FIGS (California)

Black, sacks	5
Black, 25-lb boxes, per bx.	1.20
White, bags	4½..5
White, 10-lb. bx., per bx	75
White, 10 1-lb. brks., pr bx	65 85

FIGS (Imp. Smyrna.)

Fancy, 10-lb. box., per lb	18
Choice, 5-lb. bx., per lb	16

Nectarines.

White	13
Red	13

Peaches.

Choice, in sacks	11½
Ex. choice, in sacks	12
Fancy, in sacks	13

Pears.

Choice, ¼s, in sacks	9
Ex. choice, ½s, in sacks	9½
Fancy, ½s, in sacks	13

Plums.

Unpitted	
Pitted, bleached	11½
Pitted, black	11
100s-110s	—

Prunes.

	Sks.	bx. 25-lb.
30-40s		
40s-50s	7½	8
50s-60	7	7½
60s-70s	6½	7
70s-80s	6	6½
80s-90s	5½	6
90s-100s	5	5½
In cases of 125-lb tins		

LONG'S MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	⅞ G	4 G	CASES 10 G	20 ½G	24 ¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine, Cane	.19	.21	.24	1.33	1.24	1.10			
Black Strap	.17	.19	.22	1.23	1.15	1.06			

Old Fashioned Molasses, 2 doz. 2-lb. tins to case, per doz. $2.20

LONG'S TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	1½ G	CASES 20 1-G	20 ½G	24 ¼G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.06	6.90	7.60	5.28
High Grade Sugar Syrups.															
Humming Bird (Natural Dark Color)	.50	.52	.55	2.88	2.63	2.34	1.80	1.24	.70	1.30	1.18	1.05	6.70	7.40	
Peerless Sugar Drips (Pure White)	.48	.50	.53	2.78	2.54	2.26	1.74	1.20	.68	1.26	1.15	1.02	6.50	7.20	
White Sugar Drips (Delicious Flavor)	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.10	4.08
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd. per Crate. $6.40						
Sugar Syrups															
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20	6.90	4.86
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.40	4.56
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.20	
Cooking Syrups															
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.80	
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20	4.90	
Special Table Syrup													CASES		
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top Pails**					
								6 10-lb Tins, per case						$3.18	
								24 3-lb Tins, per case						3.84	
								12 5-lb tins, per cse						3.48	

LONG'S MAPLE SYRUP.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	CASES. 10 1 G	20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada, and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½s, $7.14; 24-¼'s, $8.10; 24-⅛s, $5.10. Bottles: 12 qts, $4.60; 24 pts, $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.26
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

5

Raisins.

	Box	½s	¼s	50lb.
6 Cr. Layers	3.50	2.75	4.00	....
5 Cr. Layers	3.00	3.25	3.50	....
4 Cr. Layers	2.50	2.75	3.00	....
3 Cr. Layers	1.90	2.15	2.40	....
2 Cr. Layers	1.80	2.05	2.30	....
4 Cr. Loose	....	....	....	8½
3 Cr. Loose	....	....	....	8
2 Cr. Loose	....	....	....	7¾

Fancy Clusters, 1-lb cart per doz .....
Fancy Clusters, 5-lb cart per case .....
Unbleached Sultanas, 50-lb..... 7½
Thompson's bleached Salt. seedless, 50-lb.....10½
Thompson's bleached Sult. seedless, 20-lb.....11
Bleached Sult., sdlss..... 9
Seedless Muscatels, 50-lb cases 7
Seeded, 1-lb cart.....10½
Seeded, 12-oz cart.....8½
Seeded bulk, lb.....10½

NUTS.

Almonds, fancy, I.X.L.....17½
Almonds, choice soft shell Drake 16½
Almonds, shelled, No. 1.....35
Almonds, shelled, No. 2.....30
Almonds, shelled, Jordan Imp. .....
Almonds, Jordan, Dom.....
Brazils, 160-lb sks.....16 18
Chestnuts, Italian..... 18
Cocoanuts, per 100....4.50 5.00
Filberts, 175-lb. sk....15 17
Peanuts, California.....4½
Peanuts, Japanese.....4½
Peanuts, Eastern hand picked 6 6½
Peanuts, Roasted..... 8 9
Pecan, polished.....15½-16½
Pine .....
Walnuts, hard shell.....
Walnuts, sft shll, blchd 17-18
Walnuts, sft shll, blchd.....—
Standard 6½-7

HONEY.

Pure white sage, 2 5-gal per lb ..... .08
Light Amber, 2 5-gal tins .... per lb 7½
Long's White Clover (Strained.)
5-gal. tin, per lb..... .07½
2 dz 2-lb jars, per case.... 8.00
2 dz 1-lb jars, per case.... 4.25
24-qt. cans, per case..... 7.00
12 ½-gal. cans..... 6.60
6 1-gal. cans..... 6.00

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Department 5.

JELLIES, JAMS AND PRESERVES.

FRUIT	JELLIES 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 1 lb. Glass	JAMS 2 lb. Extra	2 lb. Stand	1 lb. Extra	Tumblers	Ex. Lunch 16 oz. Gls Preserves
Apple	1 55	....	1 00	85	1 75	....	....	....	....	....
Apricot	1 55	1 35	1 00	85	....	1 60	1 35	90	90	2 00
Assorted	1 25	....	1 00	85	1 75	1 60	1 35	95	90	2 00
Assorted No. 2	....	....	....	....	1 75	....	....	....	95	2 00
Blackberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	90	2 00
Cherry	....	....	....	....	....	....	....	....	....	....
Crabapple	1 55	1 35	1 00	85	1 75	....	....	....	....	2 00
Currant	....	....	....	....	1 75	1 85	1 60	95	90	2 00
Damson	....	....	....	....	....	1 60	....	....	....	2 60
Fig	....	....	....	....	....	....	....	....	....	....
Gooseberry	1 55	1 35	1 00	85	1 75	....	....	95	90	2 00
Grape (Catawba)	....	....	....	....	1 75	....	....	....	....	2 00
Green Gage	....	....	....	....	....	....	....	....	....	....
Lemon	1 55	1 35	1 00	85	....	....	....	....	....	....
Loganberry	....	1 40	....	....	1 75	....	....	....	....	2 00
Orange Marmalade	....	1 35	1 00	85	....	1 60	....	90	90	2 00
Peach	1 55	1 35	1 00	85	....	1 60	1 35	90	90	2 00
Plum	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	2 00
Quince	1 55	1 35	1 00	85	1 75	1 60	1 35	90	90	2 00
Raspberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	2 10
Strawberry	1 55	1 35	1 00	85	1 75	1 85	1 60	95	95	2 10

Long's Preserves.

Guaranteed absolutely pure.

(Packed 2 doz. in case)

	Per Doz.
Strawberry, Logan Berry, Blackbeery, Raspberry, Pineapple ,Pear, Fig Cherry	$3.50
Peach, Apricot Plum , Quince, Orange	3.20
Assorted	3.30
Spiced Figs	3.70
½ gal. jars, 6to cs, pr cs	7.50
30-lb pails, per pail	5.00
15-lb pails, per pail	2.80
16-oz. glass jars, 2 dz .to cs, per doz	2.25

Long's Jams.

30-lb pails, per pail	3.75
15-lb pails, per pail	2.00

Standard Jams.

Tumblers, 4 doz. to cs, per doz.	1.10
Tumblers, 2 doz. to cs, per doz	1.10
30-lbkits, per kit	2.20
15-lb kits, per kit	1.35

Long's Jellies.

In Crystal Top Glass Tumblers
Guaranteed Absolutely Pure
(Packed 2 Doz. in Case)

All Varieties, per doz	$2 00
30-lbpails, per pail	3 20
15-lb pails, per pail	1.80

Standard Jelly.

Tumblers, 4 doz. to cs, per boz	$1 05
Tumblers 2 doz to cs per doz	1 05
30-lb Kitts, per Kitt	1 10
15-lb Kitts, per Kitt	75

Cranberry Sauce.

Long's Peerless Brand.

Barrels ,per lb	$0 9
½ bbl. per lb	9¼
¼ bbl., per lb	9½
30 lb. Kitts, per lb	10
15 lb. Kitts, per lb	10¾
1 lb. Glass Jars, 2 doz. to case per case	4 50
2 lb Glass Jars, 2 doz. to case, per case	6 50

Standard Brand.

Barrels, per lb	$0 08
½ bbl. per lb	8¼
¼ bbl., per lb	8½
30 lb. Kitts, per lb	9¼
15 lb. Kitts, per lb	10
1 lb. Glass Jars, 2 doz. to case, per case	4 00
2 lb. Glass Jars, 2 doz. to case, per case	6 00

Mince Meat.

Long's Peerless Brand.

Barrels, per lb	$0 11
½ bbl., per lb	11¼
¼ bbl., per lb	11½
30 lb. Pails per lb	11¾
15 lb. Pails per lb	12
1 lb. Glass Jars, 2 doz. to case, per case	5 00
2 lb. Glass Jars, 2 doz. to case ,per case	7 00
5-lb. Glass Jars, 6 doz to case, per case	5 50

Standard Brand.

Barrels, per lb	$0 10
½ bbl, per lb	10¼
¼ bbl, per lb	10½
30 lb. Pails, per lb	10¾
15 lb. Pails, per lb	11
1-lb Glass Jars, 2 doz to case, per case	4.50
2 lb. Glass Jars, 2 doz. to case, per case	6.50
5 lb Glass Jars, 6 to cs per case	5.00

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Department 6.

CANNED VEGETABLES

Asparagus

"Griffon Extras"	
Mammoth	$
Large White	
Medium White	
White Tips	

Beans

Stringless Extras	$
Blue Lake	1 40
Blue Lake gal	
String, 2 lb Extra	1 60
String, 2 lb Standard	90
String, gal. Standard	3 50
Lima, Soaked	90

Baked Beans

Fancy Eastern	$
1-lb Tall tins	50
2-lb Tall tins	70
4½-lb Tall tins	90
3-lb Tall tins	1 00

Corn

2s	$
2-lb Maine	1 15

Peas

Petit Pois, Griffon Extra	1 50
2's Extra Fine Sifted	
2's extra sifted	1 10
2's Standard sifted	95

Tomatoes

3's Solid Pack	$1 15
3's, with peppers	1 20
2½'s, Solid Pack	1 05
2½'s, Solid Pack with peppers	1 05
2½'s, Standard	
Gallon Standard	
Gallon, Solid Pack	
Gallon Puree	

Miscellaneous

Artichoke 2½'s "Griffon"	$
Carrots, 2's	90
Cabbage, 2's	90
Hominy, Great West'n 3's	1 20
Turnips ,gal	4 00
Spinach, 2's	1 15
Spinach, gal	4 00
Beets, 2's	90
Pumpkin and Squash, 2½ extra	75
Pumpkin and Squash ,gal	2 00
Succotash, 2-lb Ex. Maine	1 15

Department 7.

CANNED FRUITS

Pine Apples.

	Per Doz
2's, fancy sliced, 2 doz in case	2 70
2's grated, 2 doz. in case	2 25
2's shredded, 2 doz .In cs	1 65

Johnson's Columbia

2's sliced, 2 doz. in case	2 30
2's grated, 2 doz. in case	2 30
1's sliced, 4 doz. in case	1 15
1's grated, 4 doz. in case	1 15
Gal. coreless, 4¼ lb to tin, ½ doz. in case, per lb	16
Gal., grated, 7lb .to tins, ½ doz in case per lb	16
2's sliced, Baltimore, 2 doz case	2 25
1's cocktail, Baltimore ovals, 4 doz. case	1 25
2's sliced, Singapore, 4 doz case	1 75
3's sliced, Sinapore, 2 doz case	2 40

9 10 11 12

DEPARTMENT 7.
Canned Fruits

3 lb Extras	2½ lb. Extras	2½ lb Extra Standard	2½ lb. Standard	2½ Second	2½ Water	2½ Pie	KIND	Gals. Extras 3-lb. Grade	Gals. Extras 2½-lb. Grade	Gals. Extras Standard	Gallon Standard	Gallon Water	Gallon Pie
2 50	1 80	1 65	1 50	1 30	1 15	1 15	Apples			4 00	3 50		2 75
3 00		2 00	1 65	1 80	1 00	1 00	Apricots	6 50	6 00	4 50		2 75	4 00
							Apricots, peeled	7 50	6 50				
							Apricots, sliced						
							Assorted						
2 75	1 90	1 50	1 60	1 40			Blackberries			4 25	4 00	3 75	4 00
							Cherries (Royal Anne)						4 00
							Cherries (White)						3 65
							Cherries (Black)			5 25	4 60		4 00
2 50	1 35	1 20	1 10	95	90	90	Grapes (White Muscat)			3 50	3 10	2 50	2 75
	1 60		1 25	1 10			Nectarines						
3 00							Peaches (Yellow)	7 75	5 25	4 60	4 25		3 75
2 80							Peaches (Lemon Cling)	7 75	7 00		5 00		3 75
2 75				1 40			Peaches (Lemon Cling Sliced	7 75	7 00	5 75	5 00		
							Peaches (White Heath)			5 25	4 75		3 75
2 80			1 55				Peaches (White Heath Sliced)						
7 75	2 50	2 25	1 90	1 35		1 00	Pears (Bartlett)	7 00	6 25	5 25	4 75	3 75	2 40
						1 00 pld							pld 2 50
2 50	1 45	1 20	1 10	95	90	90	Plums (Green Gage)						unpl
2 50	1 45	1 20	1 10	95	90	90	Plums (Egg)	5 00	4 25	3 50	3 25	2 55	2 60
2 50	1 45	1 20	1 10	95	90	90	Plums (Gold Drop)	5 00	4 25	3 50	3 25	2 55	2 30
2 50	1 50	1 25	1 15	1 05	95	90	Plums (Damson)	5 00	4 25	3 50	3 25	2 55	2 60
	2 00	2 25	2 10	1 95			Raspberries						
	2 10	1 85	1 70	1 45			Strawberries						

Department 8.
PROVISIONS.

HAMS.

Eastern Standard, 17-19	.17
Eastern Standard, 15-16	.17
Eastern Standard, 12-14	.17¼
Picnic Hams	.11

Boiled Hams

Skin on	.23½
Skin off	.24½

Breakfast Bacon

Eastern Standard, 6-8	.20
Eastern Standard, 8-10	.19
Eastern Standard, 10-12	.18

English Cured Bacon

Eastern Cure, 8-10	.18½
Eastern Cure, 10-12	.17½

Dry Salt Bacon

Clear Medium Bacon	.14¼
Clear light medium	.14½
Light Belly	.16
Extra Light Belly	.16½
Bacon Backs	.14¼
Bacon Bellies	.15½

Dry Salt Meats

Sides	.13¼
Bellies	.13¾
Backs	.13¼
Fat Backs	.12¼

Barreled Pork

	Bbls.	½-bbls
Spare Ribs	$	
Family Pork	21.50	11.25
Clear Pork	24.00	12.50
Big Pork	26.50	13.75

Barreled Beef

Mess Beef	10.00	5.50
Family Beef	10.50	5.75
Ex. Family Beef	11.00	6.00
Beef Tongues	23.00	12.00

Pigs Feet

Tierces, about 300 lb	$18.00
Barrels, about 200 lbs	13.50
½ barrels, about 80 lbs	5.00
Kegs ,about 25 lbs	2.25
Kits, a bout 15 lbs	1.25

Pure Leaf Lard

Tierces, about 350 lbs net	.11¾
80-lb Wood Tub, 80-lbs, net	.12
60-lb Wood tubs, 60-lbs, net	.12
50-lb Cans, 1 to a case	.12
10-lb Cans, 6 to a case	.12½
5-lb Cans, 12 to a case	.12⅝
3-lb Cans, 20 to a case	.12¾

Compound Lard

Tierces, about 360 lbs, net	.09
50-lb Cans, 1 to a case	.09¼
10-lb Cans, 6 to a case	.09¾
5-lb Cans, 12 to a case	.09⅞
3-lb Cans, 20 to a caes	10

Suetene.

50-lb Cans	.09¾

Department 9.
CANNED MEATS.

ALL PRICES ARE PER DOZEN	¼ - lb Doz	½ - lb 2 Doz	1 - lb 2 Doz	2 - lb 1 & 2 Dz	6 - lb 1 Dz	14-lb ½ Dz	1-lb 1 Dz
Corned Beef			1 30	2 40	8 00	18 00	
Roast Beef			1 30	2 40	8 00		
Roast Ribs of Beef, Boneless			1 40	2 50			
Roast Mutton				2 70			
Chipped Beef		1 15	1 90		16 00		
Sliced Beef, in tins		1 40	2 45		17 50		
Sliced Beef, in glass		1 60	2 75				2 75
Brawn			1 40	2 45	8 00		
Compressed Ham			1 60	2 80			
Lunch Tongue		1 85	3 15	6 40			
Lambs Tongue		1 65	2 90				
Sliced Bacon			2 50				
Sliced Bacon in Glass		1 50	2 60				
Deviled Ham	42½	80					
Potted Ham	42½	80					
Potted Chicken	80	1 50					
Potted Turkey	80	1 50					
Deviled Chicken	80	1 50					
Deviled Turkey	80	1 50					
Boneless Chicken		3 25	5 50				
Boneless Turkey		3 25	5 50				
Veal Loaf		1 00	2 00				
Ham Loaf		1 00	2 00				
Beef Loaf		1 00	2 00				
Chicken Loaf		1 55	2 60				
Chicken Pate and Ham		1 00					
Chili Con-Carne		90	1 35				
Beefsteak and Onions			1 55	2 55			
Hamburger Steak with Onions		1 00	1 75				
Frankfurter Bratwurst			1 90				
Sweetbreads			2 65				
Vienna Sausage		90	1 50				
Oxford Sausage			2 40				
Bologna Sausage			2 25				
Vienna Sausage and Kraut			1 15				
Corned Beef Hash		1 00	1 55				
Pigs Feet			1 40	2 45			
Lunch Sausage		95		N. 1½	No. 2	N. 2½	No. 3
Ox Tongue, whole				6 50	7 50	9 50	12 00
Minced Collops				2 25			
Tripe				1 75			
Pork Sausage		1 00		2 70			
Stewed Kidneys				2 50			
Pork and Beans, Plain			90		1 45		1 85
Pork and Beans, with tom. sc			95		1 50		1 95

You Help
You Help
You Help

BETTER TRADE
BETTER TRADE
BETTER TRADE

CONDITIONS
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13

Department 10.

FISH AND CHEESE.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case..	$15
½-lb cans, 2 doz in case..	7.75
¼-lb cans, 5 doz in case..	4
⅛-lb cans, 6 doz in case..	2.25
White Label Brand.....	2.10

CHEESE

Foreign and Domestic.

	new
New York State Factory Cheddars, June make	18
Twins, June make.....	
October make Cheddards..	18½
October make twins.....	18½
California State factory flats 14	17
California State fctry Young Americans....17	18
Limburger, Eastern, lb	17
Swiss, imported, lb....	28½
Roquefort, lb.....	40
Gouda, per lb.....	27
Pineapples, Eastern, 6 in case, per case.....	3 60
Pineapple, Eastern, 6 in cs, small.....	2 55
Holland or Edam, medium, plain, per doz	9 50
Holland or Edam, medium, in bladders, per doz 9 50	10 00
Holland or Edam, large, plain, doz 10 50	11.00
Holland or Edam, large, in bladders, per doz 11 00	11 50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb
Deviled Cheese:
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

SALT FISH

Pacific Codfish

Bndls, 50lbs each, pr lb...5	
Cs. selected, 100 lbs ea per lb 6	
Boneless, 30-lb boxes, lb..6¾	
Boneless, 40-lb boxes, lb..6½	
Boneless Stripes, 40lb bxs per lb 7	
Boneless Blocks, 40lb bxs per lb.....7½	
Boneless Tablets, 36 bxs, per lb 9	
Boneless Middles, 60 bxs per lb 8	
Boneless Middles, extra, 60-lb boxes ,per lb.....11	

Eastern Codfish

Gen. Georges, 8 fish to cs	$11.00
Gen. Georges, 12 fish to cs..	10.00
Geo. Cur. Cod, 16, 18 fish to case	9.50
Geo. Cur. Cod ,40 fish to cs	8.00
Gen. Geo. Middles, 60 fish.	14.00
Gen. Geo. Tablets,36 fish	11½
Gen. Geo. Blocks, 40 fish	11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel

Bloater, 200-lb. bbl., 120-130 fish 55.00	
Bloater, 100-lb. ½ bbl., 60-65 fish 28.50	
No. 1, 200-lb. bbl., 150-160 fish 45	
No. 1, 100-lb. ½bbl., 75-80 fish 23.50	

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No. 2, 200-lb. bbl., 220-240 fish 37	
No. 2, 100-lb. ½ bbl., 110-120 fish 19.50	
No. 3, 200-lb. bbl., 300-350 fish 28	
No. 3, 100-lb. ½ bbl., 150-175 fish 15	
No. 3, 400-440 fish, bbl.....25	
No. 3, 100-lb, ½bbl., 200-220 fish 13.50	

Irish Mackerel

No. 1, 200-lb. bbl., 200-220 fish	none
No. 1, 80-lb. ½bbl., 80-90 fish	none
No. 2, 200-lb. bbl., 325-350 fish	
No. 2, 80-lb. ½bbl., 130-140 fish	
No. 2, 200-lb. bbl., 475-500 fish	
No. 2, 80-lb. ½bbl., 180-190 fish	
fish	
No. 1, 10-lb kits, 15-16	
No. 2, 10-lb. kits, 20-22 fish 1.20	

American Bloaters

Shore Bloaters, 200-lb bbl 115-120 fish.....	none
Shore Bloaters, 80-lb. ½bbl., 45-50 fish	none
Extra No. 1, 200-lb. bbl, 120-130 fish.....	none
Extra No. 1, 80-lb, ½bbl. 50-55 fish	none
No. 1, 200-lb. bbl., 140-150 fish	none
No. 1, 80-lb. ½bbl., 60-65 fish.....	none
No. 2, 200-lb. bbl., 130-140 fish	28.50
No. 2, 80-lb. ½bbl., 55-60 fish	11.00
No. 2, 200-lb. bbl., 140-160 fish.....	none
No. 2, 80-lb. ½bbl., 60-65 fish	none
No. 2, 200-lb. bbl., 160-180 fish	none
No. 2, 80-lb. ½bbl., 70-80 fish	none
No. 2, 200-lb. bbl., 180-200 fish.....	none
No. 2, 80-lb. ½bbl., 80-90 fish	none

In Kits

Extra Mess, 7 to 8 fish ea.	$2.50
No. 1, kits, 8-9 fish or 15-17 fish	$1.50 1.35
No. 2, kits, 8-9 or 20-22 fish	1.25

Salmon

King, bbls.....	none
Oregon Silversides, bbls.	13 00
Alaska Red, bbls.....	13 00
Alaska Red, ½-bbls, 100 lbs	7 25
Alaska Red, kits.....	1.00
Bellies, bbls	15 00
Tongues and Sounds, kits 10lb	1 25
Tongues and Sounds, ½-bbls	10 00

New Herring, Pack 1906

Holland.

Ex Sletd Mixed, bbls.....	19.00
" " " ½ bbls.....	10.00
" " " Keg	1.10
Cheaper grde, mxd, bbl.....	15.00
" " " ½ bbl.....	8.00
" " " Keg	.95
Ex. Sletd. Milchner, bbl.....	21.00
" " " ½ bbl.....	11.00
" " " Keg	1.25
Cheaper " bbl	17.00
" " ½ bbl.....	9.00
Labrador, round, 180 fish...	5.50
Pacific, ½-bbl	2.50

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Smoked Fish

Bloaters, Grim., 100 in box	$3.00
Bloaters, Grim., 50 in box.	1.75
Bloaters, Cromarty	3 00
Yarmouth, 100 in box....	
Halibut, chunks	15
Herring ,in bxs, Eastr'n..	25
Herring, in boxes, Washington	20
Herring, boneless, Beardsley's tins ,doz.....	1.50
Herring, boneless,Beardsley's small, doz.....	1.00
Herring, Beardsley's Boneless ,vacuum tumblers, 2 doz. in case.....	1.95
Finnan Haddies, lb.....	15c
Moir's Selected Red Herrings, 100's.....	1.90
Moir's Selected Red Herrings, 50's	1 25
Salmon ,per lb.....10	20

Potted Fish

	Per doz
Potted Crab	$1.85
Kipper Paste	1.00
Anchovy and Bloater Paste plain pots	2.30
Ditto, fancy pots	4.75
Yarmouth Bloater Paste	.75
Ditto, fancy pots.....	4.75
Kippered Herrings	1.90
Kippered Herrings, Meirs.	1.90

Canned Fish

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz...	4.00
Anchovies 2 doz. ¼ pts., doz	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2.35
Eels, smoked, 1-lb, per dz..	2.75
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb, round, per doz.....	2.00
Sardelles, imp., 1-lb tins.	3.00
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ½ keg	3.00
Sprats 6.75	7.50

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10

Crescent Mackerel

Soused, 18 oz. tins, 4 doz in case ,doz.....	$1.80
Tomato, 18 oz .tins, 4 doz in case ,doz.....	1.80
Mustard, 18 oz. tins, 4 doz in case, doz.....	1.80

Mackerel in Oil.

Bezler's	3.00 1.00
Lemarchand	5.00 7.00

Salmon

Alaska Red, 1-lb tins, per doz.....	$1.15
Alaska Red, 2-lb	none
Alaska Pink, 1lb.....	1.00
Alaska Flats, 1 lb.....	none
Oregon Red, 1 lb.....	none
Oregon Red 2 lb.....	none
Oregon Pink, 1 lb.....	none
Oregon Pink, 2 lb.....	none
Oregon Flats, 1 lb	none
Columbia Riv, 1lb flts....	none
Columbia Riv, 1 lb flats..	none

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French Sardines

¼s, according to quality and size of tin, per case 9.50 12.00
½s, according to quality and size of tin per case 2.00 3.00

American Sardines

Packed 8 1-3 doz in a case
⅜'s 50 tins in case

American ⅜s mod. per case	3.50
American ¼'s in oil, 5-case lots	2.40
American ¼s in oil, per doz	.50
American ⅛s in mustard, doz	.60
American ¼s in mustard case	3.00
American ⅜s in mustard doz	.90
American ⅜s in mustard, case	3.50

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb. tins.	$1.75
Doxsee Clams ,2-lb tins.	2.75
Doxsee Clam Juice ,1-lb..	.90
Doxsee Clam Juice ,2-lb..	1.60
B&M Lunch Clams, flat	1.37½
Underwood Clams, 1-lb..	1.00
Underwood Clams, 2-lb..	1.60
P. & W. Clams,1-lb tins	1.00
P.&W Clams ,2-lb tins.	1.50
Oxford Clams, 1-lb tins	.95
Oxford Clams, 2-lb tins	1.50
P.&W. Clam Chowder..	2.10
Burnham's Clam Bullion qts	
Burnham's Clam Bullion pts	4.50
Burnham's Clam Bullion ½ pints	2.40

Lobsters

	Doz
Red Jackets, flats, 1s....	$2.80
Deep Sea Picnics, ½s....	2.50
Triumph Tails, 1s	2.50

Oysters

Oysters, Selects, 12 oz ..	$1.80
Oysters, Selects, 6 oz....	3.25
Oysters, Standard ,10 oz.	2.00
Oysters, Standard, 5 oz..	1.10
Oysters, Standard 8 oz	....
Oysters, Standard, 1 oz.....	1.00

Shrimps.

Shrimps, pickled 1-lb..	$1.05
Shrimps in Tomato Sauce, 1-lb flats	
Dunbar's Picnics, 4 doz in case	1.35
Dunbar's 1½-lb. 2 doz in cases	2.10
Pickled Shrimps, 1-lb.. 1 doz in case	1.05

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Department 11.

CRACKERS.

Afternoon Tea.....15
Animal 13
Assorted 12
" Extra 14
" Fruit Bar.....15
Apple Bar.....15
Banana 15
Boston 10
Butter Scotch 14
Champion 10
Chocolate Wafer 18
Coco Marshmallow 16
Coco Taffy 15
Coco Wafer 15
Cornhill 13
Cracker Meal.....6
Cracknel, plain 22
Cupid Wafer 16
Currant Cake.....14
Dainty Graham Wafer.....12
Dainty Chip 14
Egg Jumble 14
Fig Bar 14
Fried Oyster 16
Fruit Biscuit.....15
Fruit ,Iced 15
Fruit, Sultana.....15
Fruit, Sultana, Iced.....15
Ginger Cake 10
Ginger Nut 11
Ginger Wafer 14
Graham 10
Honey Cream.....17
Honey Jumble.....16
Jennie Lind.....14
Lady Finger.....16
La Grand 11
Lemon biscuit 14
Lemon cake 12
Lemon Snap.....14
Lemon Wafer 14
Honey Finger 16
Milk 10
Monitor 10
Nicnac 13
Orange Bar 15
Orange Drop 15
Orange Wafer 14
Oyster Gem 8
Palace Mixed 15
Peanut Pretzel.....14
Picnic 8
Pilot Bread 4
Ping Pong 16
Pretzel 10
Pretzelette 12
Raisin cake 13
Saline Wafer.....15
Saloon Pilot.....7
Saloon Soda.....8
Santa Clara.....9
School Boy.....11
Seed Cake.....14
Snowball 17
Soda 6
" Extra 6
" No. 1 cartons.....7
" No. 2 " 16
" No. 3 cartons.....18
" No. 1 Royal 8
" No. 2 " 16
" No. 3 " 20
Star Butter 10
Strawberry Wafer 14
Sunflower 14
Tourist Lunch.....10
Vanilla biscuit 15
Vanilla snap.....14
Vanilla Wafer 14
Walnut Cream.....17
Water 13
Wholewheat Pilot.....07

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Department 12.

LAUNDRY MATERIALS.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure.
180 Beaume Strength.

Pints 2 dz to ca, pr doz...$1.55
Qts, 1 doz .to cs. " ... 2.55
½ Gal. ½ dz..to cs - ... 4.25

Washing Ammonia

Standard Grade

Pts 2 dz to cs pr doz.$ .75
Qts., 2 doz to cs pr doz... 1.25

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs) .$2.50 pr dz

Bluing, Ball

Nuremberg, A, ½'s, per lb .34
Do A. D. ½'s, per lb....25
Do A. C. R. ½'s, per lb..21

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb.....26½
Do ½'s, per lb....27½

Bluing, Liquid

Sunset, ¼ pts. 3dz to cs..$ .40
Sunset, ½ pts, 3 dz to cs. .60
Sunset, pt., 2 dz to cs.... 1.75
Sunset, qt, 1 dz to cs.... 2.65
Sunset, ½ gal, 1 dz to cs. 4.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 3.84-3.60
(Less 5 per cent in 5 case lots;
Cartons, 1's, 2 doz. in bx..09
Lump, 25 lb in box.....08
Powdered, 25 lb in box..08½

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9

Lye.

Tomson's Red Seal, 4 dz to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American 1's 4 doz in cs. 3 05
Babbitt's Lye, 4 dz in cs. 3 05
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1's cs., 4 dz.... 4 00
" 1's, cs 2 dz..... 2 00

Sal Soda

California, sacks.....1 35

SOAPS.

Peet Bros.

Silk Soap $3 20
Ammonia Benzoline 4 25
Cocoa Borax 4 10
Crystal White 3 75-3 85
Lily White (Floating)..... 4 00

Standard Soap Co.

Top Notch, 100 10 oz.....$3 25
Sunburst ,100 12 oz..... 3 75
Yellowstone ,100 14 oz.. 3 75
Marigold, 100 16 oz..... 3 90
Thomas' Cool Water, 100 13 oz 4 00
Thomas' Cool Water, 20 13 oz ..... .85
Milo, 100 4 oz. 100 cartoons 6 50
Magno "Floating Borax" 100 10 oz 4 00
Gold Medal Borax, 100 10 oz 5 50
Gold Medal Borax ,20 10 oz 1 15

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Purity, "Floating," 5c size 3 90
Purity "Floating," 10c size 6 25
Purity, "Floating," 10c size, 20 ..... 1 30
Electric Mineral, 100 16 oz 5 50
Electric Mineral, 20 16 oz 1 15
Peerless Kitchen ,100 10 oz..... 3 00
Peerless Kitchen, 20 10 oz ..... .65

Miscellaneous.

Miller's Naptha, per cs..$4.35
½ doz toilet free
Fels Naptha, 100 14 oz... 4.35
Hot or Cold, 100 10 oz.... 4.00
Life Buoy, 100..... 4.00
Mikado, 20 14 oz..... 4.00
Mikado, 20 14 oz..... .96
Lenox, 100.. ..... 3.00
Lenox, 20 .. .. .75
Ivory, 100 10 oz..... 7.00
Fairbank's Clairette, 100... 3.20
Fairbank's Santa Claus, 100 .....2.80-3.20
Fairbank's Copco, 100..... 4.00
Fairbanks' Fairy Ovl ,100 4.00
Grandpa's Wonder, 50 large 3.50
Gandpa's Wonder ,100 sml 3.60
Peets' Pine Tar, 50..... 1.90
Peets' Pine Tar, 100..... 3.75
Babbitt's ,100 ..... 4.10
Jergins Pumice, 50 small. 1.75
Jergins Pumice, 50 large. 3.00
Uncle Sam's Tar, 100 smll 3.50
Uncle Sam's Tar, 50 large. 3.40
Stryker's Kitchen ,100's.. 3.50
Stryker's Kitchen, 20.... .75

Castile Soap

La Lune, White lb..... 7
White Virgin, lb..... 8
White, Conti 14 16
Mottled, Imported 6½ 8
Clover Leaf White..... 14
La Boulon 9

Scouring Soap

Bon Ami, 3 doz to case per case $2.50
Sapolio, scouring, ½ gross box, per box..... 4.50
Sapolio ,hand, ½ gross box, per box 4.50

WASHING POWDERS

Gold Dust ,24 3's, per cs.$4.50
Gold Dust, 100 10 oz.... 4.00
Lavarine, 36 1 lb. pr. cs. 3.00
Lavarine, 100 5c pkgs.... 3.50
Pearline, 36 1-lb pkgs.... 3.10
Pearline, 100 6 oz pkgs.. 3.75
Babbitt's 1776, 6 oz..... 2.85
Kleeno, 72 1's 4.75
Kleeno, 24 3's 4.25
Kleeno, 100 1½'s..... 3.75
Grandma's Borax, powdered 24 3's 4.00
" 60 ¾'s..... 2.40

You Help

BETTER TRADE CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

20

Department 13.

STARCHES.

Graves Starch

Laundry, bbls, lb.....4¾
" bxs about 30lb..4¾
" bxs about 12 lb..5
" crates, 12 6-lb boxes per lb.....6¾
Crystal Lump, 50-lb, lb..5¾
Mirror Gloss, bbls, pr lb..5⅞
" 50-lb cse.....5¼
" , 12 6-lb bx..7¼
" 48 1-lb cts..6½
" 20 1-lb cts..6¼
" 48 1-lb crts..5¾
Confectioners', bbls, pr lb
Family Gloss, cs, 16 3-lb cartons 6¼

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..5
" 40 1-lb pkgs.8½
Pure ,boxes, 41-lb.....
" 12s.. .....
Corn ,20 and 40-lb bxs, .8 8¼

National Starch

	Niagara	Lily
Corn, 40 1-lb pkgs..6½		6½
" 20 1-lb pkgs....6¼		
Gloss, 40 1-lb pkgs..6		6
" 12 6-lb bxs.....6½		6½
Laundry, 50-lb boxes.4⅝		4⅝
" 12-lb boxes....		
Sioux, Gloss, 48 1s....		6½
" 16 3s....		
" 12 6s.....		6
Bulk Lump, 50s.....		3⅞
Sioux Corn, 40 1s.....		5½

Riverside

Corn, 1's 40 to cs, lb.....5½
Gloss, 1's per lb.....5½
" 3's, per lb.....5¼
" 6's ,per lb.....5

Miscellaneous

Celluloid, 6 ¾-lb pkgs, per box 5 00
Elastic 5 00

Department 14.

OILS, PAINTS, ETC.

Coal Oil

Water white ,coal, bulk..12½
Pearl, cases, 2 5's.....18
Astral, cases, 2 5's.....18
Star, cases, 2 5's 17½
Ex. Star, cases, 2 5's.....20½

Gasoline and Benzine

86 deg. Gasoline, bulk,..36
74 deg. Gasoline, bulk,...19
63 deg. Benzine, bulk.....19

Turpentine.

Strictly Pure, cases, 2 5's.81-93
" drums of iron bbls..75-85

Linseed Oil

Pure, raw bbls.....47-52
" boiled, in bbls.....49-54
" raw, css, 2 5's.....52-57
" boiled, cs, 2 5's.....55-59

Castor Oil

Baker's AA, cases, 2 5's.$1.26-1.24
No. 1, cases ,2 5's..... .70

Lard Oil

Strictly pure, bbls....85 cs .90
Sup. Win., str bbls....78 cs .85
No. 7, bbls, 68 cs..... .95

Neatsfoot Oil

Cooper's bbls, ...75 cs. .80
Extra, bbls.....62½ cs 67½-75
No. 1, bbls.....57½ cs 62½-70

Lubricating Oils

Star Cylinder Oil, bbls, 60 cases 65
Columbia Cyl Oil, bbls.....40
cases 45
Gem. Cyl .Oil bbls, 30 cs..90
Ruby Cyl .Oil, bbls, 50cs.60
Star Eng. Oil, bbls, 30 cs.35
Paragon Eng. Oil, bbls, .45
cases 55
Red Eng. Oil, bbls 27 cs.32
Star Mach .Oil, bbls 30 cs.35
Star Dynamo Oil, bbls, 50
cs 55
Star Spindle Oil, bbls, 40
cs 45
Star Sep'tor Oil ,bbls, 50
cs 55
Favorite Sep'tor Oil ,bbls
25 cs 30

Miscellaneous Oils

Union Salad Oil.....50, 55 70-75
Pure Sperm Oil.....75 80
No. 1 Polar.....50 55
China Nut oil, ord'ry..85
China Nut oil, No .1...90

White Lead

Pioneer, in kegs....7¼ 8¼

Dry Paints

Eng. Paris White ,bbls...$2.00
Whiting, bbls..... 1.50
Prince's Min'l B'wn, bbls. 1.65
Yel'w Ochre, bbls.1.50, 1.50 to 1.65
Eng. Ven. Red, bbls....1.50 1.75

Department 15.

FARMACEOUS GOODS.

Miscellaneous Flours

Cal. Family.....$4.40	$4.65
Cal. Bakers' Extra. 4.80	4.50
Rye Flour	4.75
Rye Meal	4.50
Graham	4.50
Whole Wheat	4.75

Meals in Sacks or Boxes

Less 10 per cent.

	Bales 100 lbs.
PEACOCK 10 10 lb sacks	
Self Raising Buckwheat Flour	$6.00
Advent Flour	3.50
Buckwheat Flour, Patent Roller	4.50
Buckwheat Groats.. ....10.00	
Corn Flour, white or yellow	2.75
Corn Meal ,pearled yellow	2.75
Corn Meal, pearled white.	2.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal ,Extra Cream white	3.75
Cracked Wheat, Pearled new process.....	3.75
Rolled Wheat, bale, 16 7lb and 10 10lb sacks.....	4.75
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75
Hominy, small	$4.00
Oat Meal, granulated....	4.50
Oat Meal, Patent Cut A, B or C	4.75
Oat Groats	4.75
Pearled Barley, No. 1, 25 lb and 50lb boxes.....	6.00
Pearled Barley, No. 2, 25 lb and 50 lb boxes.....	6.00
Pearled Barley ,No. 3, 25lb and 50lb boxes.....	6.00
Rice Flour, Pat. Rol.....	8.00
Rye Meal, Pat. Roller....	3.50
Rye Flour, Pat .Roller..	3.75
Split Peas, yellow,25lb bx	5.50
Split Peas,green, 25lb bx.	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or crse.	3.75

In 50lb sacks deduct ¼ cent per pound from above prices.
In 25 lb sacks deduct ⅛ cent per pound from above prices.

Meals in Sacks and Barrels

(Less 10 per cent.)

Extra Cream Rolled Oats in wood ,180 lbs net.....	$9 00
Extra Cream Rolled Oats, in sacks (180) 90 lbs, net sacks	8.50
Alta Mills Rolled Oats in wood, 180 lb net.....	8.00
Alta Mills Rolled Oats ,in sacks (180) lbs., 90 lb net sacks	7.00
Rolled Wheat in wood, 150 lbs net	4.60
Rolled Wheat in sacks, 150 lbs .75 lbs., net sacks..	4.10

Package Cereals

Less 20 per cent for cash. Per case.

PEACOCK Self-Raising Buckwheat Flour— 40 1¾ pkgs.....	5.00
24 3 lb. pkgs	4.75
California Flap Jack Flour 36 2lb. pkgs.....	4.75
Semola, 20 4lb. pkgs 4.50	
Nuttygrains, 20 4lb. pkgs 4.50	
California Cream Flake Oats, 36 2lb. pkgs.....	4.50
Farina, 24 1lb. pkgs.....	2.00
Primrose, Wheat, 36 2½ lb. pkgs	4.75

American Cereal Co.

Quaker Oats, 36 2s.....$3.80	
Scotch Oats ,36 2s.....	3.60
Banner Oats, 30 5s.....	5.00
Saxon Oats, 20 5s.....	5.00
Zest, 20s	4.50
Apetizo, 24s.....	3.50

PEACOCK CEREALS

Manufactured by the Del Monte Milling Co.

(Net f. o. b. S. F.)....Per case	
Buckwheat Flour ...3.55	4.75
Yellow Corn Meal...2.25	3.10
White Corn Meal...2.25	3.10
Cracked Wheat.....3.25	4.20
Graham Flour.....2.75	3.50
Large Hominy.....3.25	4.50
Oat Meal, Grnltd....3.55	4.55
St'l. Cut Oat Meal A. B. or C.....3.65	4.75
Pearl Barley.....4.65	6.10
Rice Flour, Pat. Rlr.5.90	7.90
Rye Flour, Pat. Rlr.3.25	4.20
Rye Meal, Pat. Rlr..3.15	4.00
Split Peas, Yellow..4.35	5.60
Split Peas, Green....4.35	5.60
Whole Wheat Flour Pat. Roller.....2.90	3.75
Gluten Flour.....4.20	5.90
Farina 3.45	4.85

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rolled Oats 36 2s	3.60
Grape Nuts ,1 & 3 doz, per doz	1.35
Breakfast Gem, case 3dz.	3.00
Wheatine, 36 2's, pr cs..	4.00
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
H-O Buckwheat, 2 doz. 3-lb pkgs, per case.....	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Cream of Wheat, 36 2's..	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's.....	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2's.	2.75
Twin Bros. Mush, 36 2's.	3.00
Carnation Wheat Flakes 20 5's	4.50
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Flaked Rice, 24 1's	3.00
Ralston Breakfast Food 36 2's	5.00
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50

Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 2s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Flr 4 ¼s.....	5.50
Quaker Oats, 36 2's.....	3.75
Scotch Oats, 36 2's.....	3.75
Dr. Price's Wheat Flake Celery Food per case..	3.60

Pastes (Domestic)

Macaroni ,Vermicelli, etc No. 1 Extra, per box..	.27
No. 1 Extra, 15 lb....	.52
No. 1 Extra, 25 lbs....	.82
No. 1 Extra, 50 lbs....	1.65
No. 1 Extra ,100 lbs....	3.30
No. 1 Extra, ½ boxes..	.15
Macroni ,Vermicelli & spaghetti,, No. 2.....	.20
Royal Macaroni ,Verm'l & Sp'tti, 24 1-lb pkg pr cs	1.70
Queen's Taste Mac., Verm & Sp. 12 3-lb cartons..	2.15
It. Paste, ass'd, ab. 18 lbs	
Elaine ,cases, 2 5's.....26 c., lb.....	.6½
Royal It. Paste, 24 1-lb pkg c., pkg.....	.8½
Golden Gate Egg Noodles 24 1-lb. pkgs in case, per case.....	1.90
Farina ,24 1-lb pkgs.....	1.50
Discount 2 per ct for cash only	

RICE

Japan, Tycoon, Fancy Tble.	$5.35
" Rubicon, extra fancy	5.35
" M. J. B..Double Diamond	6.25
Fancy Head,Carolina...6.50	6.75
Louisiana Japan 4.50	5.12½
Louisiana Tengu	5.00
Louisiana Japan Banzai	5.30
Hawaiian 4.75	5.00
China, No. 1, per dbl mt..... 6.37½	6.50
China, Mxd, dbl mt....4.60	4.75
Patna Head	7.00
Caro Head,MJB 40 2s or 20 5s	7.00
Imp. Japan MJB 40 2½-lb...	6.50
Imp. Japan MJB 10 5-lb....	6.50
Imp. Japan Table Queen 33 3-lb	5.50
Imp. Japan, Table Queen 40 2½-lb	5.50

THE ADVOCATE

is the only

GROCERY PAPER

on the

PACIFIC COAST

with a

GENERAL CIRCULATION

both in

SAN FRANCISCO

and

THROUGHOUT THE IN-TERIOR.

Department 16.

This Dept is conducted by Pac. Coast Biscuit Co

CANDIES.

Lozenges

5-lb boxes)

XXX Peppermint, pails 13	16
Twin Peppermint	16
TT Peppermint	16
Musk, Rolled, pails	22
Cinnamon, Lemon, Sassafras, Rose	18
Midget Fruit	20
Conversation and Jrts.	18
Liliput Cony. & Jrts....	17
Midget Cony Lozenges.	18
Crown T T. Lozenges .24 5et pkgs	30
Aurora Lozenges, 24 5et pkgs	30
Cough Troaches, 5-lb bx	70
Eagle Waters, Peppermints ,Wintergreen..	35

Mixed Candy

(30-lb pails)

Plain Mixed.....	8½
Pacific Mixed	10½
Royal Mixed.....	12½
Grocers' Mixed.....	10½
Yankee Mixed	13
American Mixed.....	13
Fancy A Mixed	15
Fancy C. Mixed.....	14½
French S. Mixed	16
French No .1 Mixed.....	18
French Extra Mixed.....	20
Lady Mixed	15
Broken Mixed.....	9

Steam Panwork

Anise Seed	22
Aromatic Cachous.....	18
Assorted Berries.....	16
Assorted Drages.....	14
Assorted Imperials.....	16
Assorted Small Seeds....22	
Bird's Eggs	17
Boston Baked Beans.....	17
Burnt Peanuts.....	18
Burnt Almonds.....	25
Caraway Seed ,smooth....	22
Caraway Seed, pearled..	22
Celery Seed.....	22
Cinnamon Beans large red	15
Cinnamon Beans, imperial	17
Coriander Seed, pearled.	22
Jelly Beans, pails..12½	14
Jelly Bird's Eggs.....	17
Jelly Cranberries.....	17
Jelly Limes.....	17
Jelly Raspberries.....	17
Jordon Almonds, fine....	45
Jordon Almonds ,imitation	18
Licorice Beans	15
Red Hots.....	25
Ringed Marbles.....	16
Sugar Coated Licorice Tablets	20
Sugar Almonds.....	25
Sugar Plums.....	16

Stick Candy

(30-lb. pails)

Assortments: Peppermints, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen.....	8½
Hoarhound	9
Hoarhound, wrapped.....	11
Peanut Sticks	13
Peanut Sticks, wrapped	14
Cocoanut Sticks, wrapped	14
Cocoanut Sticks ,wraped..	13

Taffies.

Peanut Taffy.....	13
Peanut Flake	13
Peanut Spares.....	14
Chunks: Vanilla ,Rose. Chocolate ,Lemon, Molasses.....	14
Broken Taffy of broken chunks	13

Drops and Lumps.

(30-lb. pails)

Drops and Lumps	8½
Molasses Peppermint Lumps	12
Hoarhound Drops	12
Crystal Rocks.....	12½

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Egg Food.

Pratt's, 26-oz, 2 doz in cs....$6 00
Wellington's, 1-lb, 2 doz box. 6.00

Fly Paper.

Fly-Net, per case.....$2.70
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35

Fruit Jars.

(Net cash—no discount)
Mason's, pts, per gross..... 7.35
Mason's, qts, per gross..... 8.05
Mason's, ½ gals.....11..40

Fruit Jar Caps.

Porcelain, 6 doz to box,per bx 2.75

Fruit Jar Rubbers.

No. 1 white, per lb.....50-60c
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 ob., per doz.... 1.20
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1½-in. (7-16 diam and upwards)	basis	basis.
" 12 thread (⅜ diam)	½	½
" 6 and 9 thr. (¼ and 5-16 diam)	1	1
" Bale, 3 and 4, strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred	1	1
Grape Vine Twine	1	1
Spring Twine	..	2½
Paper Twine, unoiled	½	2½
Whale Line and Bolt	..	1
Hawesr laid rope for well-boring	..	1
Transmission of Power	..	5
Lanyard and Tarred	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd	1	1
Sash Cord, in coils	..	5

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Cuttle Bone.

Birds', per lb..... .25

Insect Powder.

Bubach, 2-oz, per doz..... 1.25
" 4-oz, per doz..... 2.25
" 8-oz. per doz..... 3.90
" 16-oz., per doz..... 6.75
" 6-lb, per lb..... .65

Matches.

Tins, full count..... 1.65
Toys', 12 doz boxes..... 1.50
Swedish Safety, per gross.... .70
Swedish wind, 1 gross..... .65
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50
Do 200s, per gross..... 2.40
Do 400s, per gross..... 3.75

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do. 500s..... 4.00
Bird's Eye, 500s, gr..... 3.75
Butterfly Wax, 500s..... 8.00
Home Safety, 100s..... 5.50
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
G. G. 60s..... 2.75
Red Top Safety..... 3.25
S. & C. Eastern Parlor 80's.. 4.25
S. & C., 300s..... 3.30
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75
(Dis. 25c per cs on 5 cs lots)

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manilla, No. 2,roll,any sz lb .04
Manilla, No. 1, rolls or flat .05½
Straw, per ream..... .90
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 rolls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00

Polishes, Shoe.
Bixby's.

"BBB," size M.. ¼ box 1.25
" " B, per ¼ gr. bx.12.50

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's.

No. 4, ¼ or 1 gr. to case, gr. 5.40
No. 3, 2 gr. to case, gross.. 3.50
No. 2, 2 gr. to case, gross.. 3.20
Pat. Paste, 1 gross..... 4.65

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross 3.50
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.25
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.

Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshien, pts, per doz.. 1.80
Brilliantshine, qts, per doz.. 3.10
Do 1 gal tins, per tin.... .85
U. S. Metal Polish, qts..... 3.00
" " pts..... 1.70
" " ½ pts..... .90
U. S. Metallic Polish Paste, 1 lb. package, doz..... 3.00
½ lb package, doz..... 1.75
3-oz package, doz ..... .50
Barkeepers' Friend, pwdr, gr 18.00

35

Seeds.

Anis ..... .14½
Canary 07½
Caraway .....8 .15
Celery ..... .15
Coriander ..... .15
Cumin 17
Flax, ground ..... .06
Flax, whole ..... .06
Hemp, sacks ..... .07
Millet ..... .06½
Mustard ..... .06
Poppy (Or. sks 9¼)..... .12
Rape, Cal ..... .06½
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, pkg .09

Original sacks ½c less.

Sheep Dip.

Little's, 10-gal tins, per gal.. 1.10
Little's, 5-gal drums, per gal 1.10
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Dressing.

Alaska, 3 dz to cs, per gr....20.00
Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass schoops, no charge.
Mason's, 1 doz..... .37½
Mason's Russet, per doz.... .75

Bixby's Polishes.

Jet Oil, 12 in box..... .85
Jet Oil, 3 doz in box, with Marvel brush free..... 2.55
Royal, 12 in box..... .85
" 3 dz in bx 8 pkgs, 5c tacks free 2.55
Shoe Satin, 1 doz, per doz (large combination) 1.25
" " 1 doz, per doz, (small combination) ..... .75
No. 5 Shoe Satin, doz..... .40
No. 10 Shoe Satin, doz..... .80
No. 5 Satinola, doz..... .40
Satinola combination, small, per gross 9.00
" " large per gr..14.50

Twine.

Cotton, 4 ply, 100 lb bals lb .25
Do 3 ply, 100-lb bales.... .25
Do 2-lb cones, per lb.... .26
Hemp, 8-oz blls, pr 3-lb pkg .70
Do 4-oz blls, pr 3-lb pkg .75
Sack, 4 ply, 12-lb pkgs, lb.. .33

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box 1.35
Japan, per lb..... .15
Beeswax ..... .38
Pure Ref. Paraf., 40 1s, lb .09½
" " " 20 1s, lb.... .09½

Wax Strings.

12 in. 10 pkg. 100 stgs each.. 1.60
14 in. 10 pkg. 100 stgs each.. 1.75

Whiting.

Powdered, in bbls..... .02½
In boxes 24, lrg pkgs..... 1.25
In boxes 48, small pkgs.... 1.35
" " astd 16 lrg, 16 sml, box 1.30

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Department 21.

PICKLES, VINEGAR, RELISHES, ETC.

Corrected by the

Pacific Vinegar & Pickle Works.

CATSUPS.

Snider's, qts., doz..... 3.75
" pts " 2.40
" 1½ pts, " 1.40
Campbell's, ½ pts, doz..... 1.15
Heinz, 10-0z 1.45
" 12-oz 1.85
" 17-oz 2.75
Blue Label, 25 ½-pts. to cs 3.10
Blue Label, 25 pts to cs.... 5.00
Blue Label, 12 qts to cs.... 4.00

Long's Fruit Catsup.

Pts, 24 t o cs, case..... 4.75
½-Pts, 48 to cs," 5.75
" 2, 5 and 10-lb tins, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
" pts 4.00
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium,.... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny..... 4.10
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt..... .55
Bengal Worcester, pt..... 1.05
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... 1.15
Superior Pepper, large..... 1.50

HORSE RADISH.

Picnic Gems, doz..... .95
Pints, doz..... .85
Medium, doz..... 1.30
Quarts, doz..... 2.50
10-Gal. Kegs, gal..... .78
5-Gal. Kegs, gal..... .80
2-Gal. Pails, gal..... .85
1-Gal Pails, gal..... .90
Standard Kegs, 10s, keg.... 6.50
" " 5s, keg..... 3.25
" " 3s, keg..... 2.00

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand	Standard
Bbl, per gal	.35	.30
½ bbl, per gal	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg	.42	.36
5-Gal. Keg	.45	.38
2-Gal. Pail	.50	.45
1-Gal Pail	.55	.60
Standard Keg, 10s	3.50	3.00
" " 5s	1.75	1.50
" " 3s	1.50	1.25

In Glass, Cal. Home Brand.
8 oz, 2 dz to case, per doz..... .95
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl..... .80
8-oz, Dusseldorf ..... .90
16-oz, " 1.40

SAUERKRAUT.

Cal. Home Brand—Dry Pack
Bbl, 50-gal.....13.00
½-bbl, 32 gal..... 9.00
¼-bbl, 15 gal..... 5.00
10-Gal Kegs..... 3.25
5-Gal Kegs..... 1.75
2-Gal Pails..... .85
1-Gal Pails..... .60
Standard Kegs, 10s..... 2.50
" " 5s..... 1.25
" " 3s..... 1.00

(Continued on next page.)

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Department 21.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed	Sour ½ bbl 32 gal.	Sour ¼ bbl 16 gal.	Sweet ½ bbl 32 gal.	Sweet ¼ bbl 16 gal.
Special Small Gherkins ½ bbl 6000 ¼ bbl 3000	17.00	9.00	24.00	12.50
Special Small Mixed Pickles Same count	17.00	9.00	24.00	12.50
Gherkins ½ bbl 4000 ¼ bbl 2000	14.00	7.50	21.00	11.00
Mixed Pickles	11.00	7.50	21.00	11.00
Small Medium Pickles ½ bbl 2000 ¼ bbl 1000	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	14.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl. 3000, $12.00; ½ bbl. 850, $8.50; ¼ bbl. 450, $4.50.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	Ex1 Mid gets	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gher-kins	Chow Chow	Pearl Onions
Barrels 50 Gals.	$0.40	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	$0.40	$0.80
½ Bbls 32 "	.42	.38	.35	.30	.30	.62½	.57½	.42	.82
¼ " 16 "	.44	.40	.37	.32	.32	.67½	.62½	.44	.84
Kegs 10 "	.46	.42	.39	.....	.34	.67½	.62½	.46	.86
" 5 "	.48	.44	.41	.....	.36	.70	.65	.48	.88
Pails 5 "	.48	.44	.41	.....	.36	.70	.65	.48	.88
" 2 "	.60	.55	.50	.....	.38	.75	.70	.60	1.00
" 1 "	.75	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kgs, 10's 8 gls	3.75	3.50	3.25	2.00	2.75	5.50	5.00	3.75	7.25
" " 5's 4 "	2.00	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
" " 3's 2½	1.50	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Onions

	No1 Mid gets	No1 sml	No2 Mdn	No3 Lrg- slct	Ger man Dils	Chow Chow	Calif. Onions
Barrels....50 Gals.	$0.37	$0.33	$0.30	$0.25	$0.25	$0.32	$0.25
½ " ....32 "	.39	.35	.32	.27	.27	.34	.27
¼ " ....16 "	.41	.37	.34	.29	.29	.36	.59
Kegs, 10 gal.	.43	.39	.36	.31	.31	.38	.31
" 5 "	.45	.41	.38	.33	.33	.40	.33
Pails 2 "	.57	.51	.47	.....	.35	.58	.40
" 1 "	.67	.61	.57	.....	.45	.60	.54
Stand Kegs, 10's, 8 Gal.	3.50	3.25	3.00	1.60	2.50	3.20	2.50
" " 5's, 4 Gal.	1.85	1.65	1.50	.80	1.35	1.60	1.25
" " 3's, 2½ Gal.	1.40	1.15	1.00	.70	.90	1.10	1.00
" Pail, 5's, 4 Gal.	.....	.....	.....	.90	.....	.....	.....

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt.
Gehrkins Sour	1.35	1.60	2.30	4.50
Mixed Pickles	1.35	1.60	2.30	4.50
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00
Stuffed Peppers				6.50

CENTAUR BRAND

American Style—Square Bot Eng. Style, Round Bot.

	Pi'nic	Pts.	Qts.	½ Gl	Gal.	Pt.	½ Pt.	Pt.	Qt
Gherkins	.85	1.00	1.40	2.25	4.00	.80	1.05	1.50	2.50
Mixed Pickles	.85	1.00	1.40	2.25	4.00	.80	1.05	1.50	2.50
Chow Chow	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	2.50
Picalilli	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	2.50
Mexican Hot	.85	1.00	1.40	2.25	4.00	.80	1.05	1.50	2.50
Cal. Onions	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	2.50
Pearl Onions	1.15	1.50	2.25	4.00	6.75	1.10	1.60	2.50	4.50

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Jugs, per Jug ½ Gl.	1 Gal.	2 Gal.	Gal	Pint
Cal. Home Brand.	1.35	2.00	3.25	.70	1.00	1.50	.80	.75
Sunrise	.....	.....	.....	.50	.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.40	.35
Standard	.80	1.10	2.00	.....	.....	.....	.....	.....

Tomato Chutney In Bulk

Cal. Home Brand	
Sweet	
Sour	

TABLE SAUCES

In Glass.

Sal. Home Brand	
Worcestershire	
Chestershire	

Table Sauce in Bulk

Cal. Home Brand	
Worcestershire	
Chestershire	

VINEGAR

Commercial Wine, Cider, Malt or Spirit Vinegar

Barrels	
½ Barrels	
10 Gal. Kegs	
5 Gal. Kegs	
3 Gal. Kegs	

HIGH GRADE VINEGARS

California White Wine Vinegar	.30
California Red Wine Vinegar	
Apple Juice Vinegar	
California Home Brand Pure Cider Vinegar	
Cases of one dozen quarts	

RELISHES AND CONDIMENTS.

Miscellaneous.

Tomato Chutney	
Chili Sauce	
Salad Dressing	

California Home Brand

Sweet Relish	
East India Relish	
Red Hot	

Department 22.

WOOD AND WILLOW WARE

AXE HANDLES.

No. 36 in. doz	
No. 1, 36-in., doz	1.75
No. 2 " " doz	

Baskets.

	Per doz.
Cal., Open, Spruce, No. 3	.85
Cal., Open, Spruce, No. 4	.90
Cal., Open, Spruce, No. 5	1.25
Cal., Satchel, Spruce, nest 1-3	1.00
Cal., Satchel, Spruce, nest, 1-41	.71
German Market, nest of 4	1.40
Clothes, Oval, Wil., No. 2	7.75
Clothes, Oval, Wil., No. 3	9.00
Japanese Telescopee, nest of 5, size 18x13½x7	
Splint, size 24x16x8	

Bowls, Wooden.

	Per doz.
Maple No. 1, 11-inch	.77
Do No. 2, 13-inch	
Do No. 3, 15-inch	
Do No. 4, 17-inch	
Do No. 5, 19-inch	6.00
Do No. 6, 21-inch	6.75

Brooms.

No. 7 Standard	
Table Long	
Dairy	
Combination	
Toy	
Corn Whisk	
" Whisk	

Brushes.

Dust	
Deck	

Shoe Brushes.

No. 1, Black	
No. 7 Mixed	
No. 7, bristles	

Stove Brushes.

Oil Cloth Brushes

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Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, No. 2, 22-in..... 2.25
Square each 4.00

Clothes Lines.

Hemp, 40-foot, per doz..... 1.00
Hemp, 60-foot, per doz..... 1.50
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz.... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.50
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$0.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross .60
U. S. Patent Spring, per gr.. .60

CORKS.

Wine, pt size, per M.....$4.20

Demijohns.

(Discount of 40%.)

½ gal..... 5.25
1 gal 7.25
2 gal. 12.00
3 gal 15.00
5 gal 21.00

Dust Pans.

No. 1 Japan, doz..... .72
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

	Per doz
China, fancy colored.....	.75
Standard Turkey, No. 10....	2.00
" " No. 12.....	2.70
" No. 14.....	3.35
" " No. 16.....	4.35
" " No. 18.....	5.00

DOOR MATS, COCOA.

	Per doz
Light, No. 1, 14x24.....	4.00
Do No. 2, 16x27.....	5.50
Do No. 3, 18x30.....	7.25
Do No. 4, 20x33.....	9.00
Medium, No. 1, 14x25.....	5.25
Medium, No. 2, 16x27.....	6.75
Medium, No. 3, 18x30.....	8.50
Medium, No. 4, 20x33.....	10.25
Extra, No. 2, 16x27.....	9.50
Extra, No. 3, 18x30.....	12.50
Extra, No. 4, 20x33.....	15.00
Extra, No. 5, 22x36.....	18.00
Keystone Steel Mats, sq. ft..	.30

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Faucets.

	Per doz
Cork Lined, No. 0.....	.45
" " No. 2.....	.45
Cork lined, No. 3, doz.....	.90
" " No. 4.....	.60
" " No. 6.....	.75
" " No. 8.....	.90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case..... .70

Aurora Rochester.

	Per doz
No. 1, 6 doz in case.....	.75
No. 2, 6 doz in case.....	.90
No. 3, 6 doz in case.....	3.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.05

La Bastie.

Heaviest and best in the Market.

	Per doz
No. A, plain bulk, 6 doz in cs	1.22
No. B, plain bulk, 6 doz in cs	1.53
No. A, crimp bulk, 6 dz in cs	1.32
No. B, crimp bulk, 6 dz in cs	1.63

Common Chimney.

	Per doz
No. 0 or E, 6 doz in case..	.40
No. 1 or A, 6 doz in case..	.45
No. 2 or B, 6 doz in case..	.65

LAMP BURNERS.

Opposition.

0 or E, per doz.....$0.50
1 or A, per doz..... .60
2 or B, per doz..... .75

LEMON SQUEEZERS.

Ball, per doz.....$0.85
Glass, No .1, per doz..... .50
Glass, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

	Per doz
9-lb. Mops	1.35-1.65
12-lb. Mops	1.80-2.20
Patent Mop Handles	1.00
Plain Mop Handles	.90

PAILS.

	Per doz
Wood, painted, 3 hoops.....	2.40
Wood, varnished, 3 hoops...	2.40
White Cedar, 3 galv. hoops.	3.05
Fiver	3.50
Galvanized, 10 quarts.....	1.85
Galvanized, 12 quarts.....	2.35
Galvanized, 14 quarts.....	2.65

SHELF PAPER.

	Per gross
Narrow, assorted colors.....	.12
Lace paper, per box.....	.30

TUBS.

White Cedar—No .0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.

Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.

Galvanized, No. 1, $6.35; No. 1, Galv., $6.35; No. 2, Galv., $7.10; No. 3, Galv., $8.10.

43

WASHBOARDS.

	Per doz
California, regular size.....	2.25
Little Lady	1.10
Peerless, double	3.50
North Star	3.65
Crystal Glass	4.40

Washing Machines

Majestic, family size, each..6.50
Snowball, family size, each..6.75
Leader, family size, each....7.00
Shelby, family size, each....7.75

WICKING.

	Grs.
Lamp, 0 or E, ⅜-in.....$0.40	
Lamp, 1 or A, ⅝-in.....	.45
Lamp, 2 or B, 1-in.....	.70
Lamp, 3 or D, 1½-in.....	1.10
No. 1 Rochester.....	2.25
No. 2 Rochester.....	3.25
No. 3, Mammoth.....10.50	
Juionr Rochester.....	2.00
Stoves, 3-in.....	2.00
Stoves, 3½-in	2.50
Stoves, 4-in.....	2.90
Stoves, 4½-in.....	3.50

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

	Per doz
Royal, 10x1¾ inches.....37.50	
Challenge, " 21.00	
King Special " 22.50	
Empire " 36.00	
Century, 10 inches.....28.50	
" 11 inches 31.50	
" 12 inches 35.00	

Iron Frame.

Superior, 10 inches.....29.50
" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70
Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz.... .85
Butter Spades, doz..... .40
Dishes, oval, ½-lb..... 1.50
" " 1-lb 1.75
" " 2-lb 2.25
Dishes, wire end, ½-lb..... 1.60
" " " 1-lb 1.75
" " " 2-lb 2.25
Egg Beaters, Dover..... 1.00
Measures, fiber, 4 pieces.... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz.... 5.25
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes, doz., 6 holes.....45@60
Mouse traps, "Sure Catch, dz .25
Traps, rat, "Blizzard" doz.. .75
Nest Eggs, per doz..... .20
Oil Cans, 1 gal., per doz.... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron 7.00
Potato Mashers, per doz..45@75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each pr ft., 18@42½
Tacks, steel, asstd, 2-oz, doz .25
Tacks, Common, 2 oz., doz.. .11
Tapers, gas, 30 17-in. stgs.dz .65
Toothpicks, per cs, 110 box.. 2.25
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch..... 6.00
Spittons, fiber, 12-inch..... 4.75
Spittons, fiber, 9-inch..... 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 2.40
Window Screens, 18-in., doz.. 2.81
Window Screens, 24-in., doz.. 3.27

44

Department 23.

STATIONERY.

Corrected by the

Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .70
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

	Per M
XX, 5-in	1.00@1.50
XX, 6-in.	1.10@1.60
XXX, 10-in.	2.80
XX, 4-in., Baronial cream or white	1.40@1.80
XX, 5-in., Baronial cream or white	1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt, dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

	Gross
Cedar, rubber tip.....	1.25
Red pshd, mtl rbbr tip, I.X.L	1.65
Matchless	3.00
Yellow, pshd, rbr tip, round.	4.00
" pshd, rbr tip, hexagon	4.00
Black, pshd, rbr, tip, Nos. 1, 2, 3, 4.....	4.50
Carpenters, 3 dz to bx, pr bx	1.00

Steel Pens.

	Gross
Railroad, 1 gross in box..	$0.40
Stub, ex fine, sml, mdn lrg	.40
Falcon	.40
Bank	.40
Scoohl, fine	.40
Spencerian Nos. 1, 2 or 3....	.85
Gillets No. 404.....	.50
Gillets No. 303.....	.90
Pacific Mail, icnkle plate....	1.00
Tuxedo	1.00

Mucilage.

2 oz, 3 dz to bx, per box.... 1.20
4-oz, per doz..... .80

Pass and Memo Books.

Printed Gro and Gen'l Store Pass, per gross..... 1.00
Duck Cover Memo, 6 sizes, per doz ..... .40
Imit. Leather Memo, 4x6, 48 leaves, per doz..... .75
Leather Memo, 4x6, 48 leaves, per doz..... 2.00

Playing Cards.

	Gross
Steamboats, star or plaid...	9.00
Tiger, No. 101.....	14.00
Crow	15.00
Hornet	15.00
Hart's Crown	18.00
Tourist, No. 155.....	18.00
Golf	24.00
Bicycle, No. 808.....	24.00
Bridge Whist	27.00

Department 24.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)

Seal of N. C. 1⅝ oz foil.... 68
" 3½ " 61½
" 8 " 58¼
" 16 " 56
" 1oz pouch..... 68
" 1⅝ oz cloth
Seal of N. C., 3½ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated
tin canisters 58¼
Old Eng. Curve Cut, 1⅝ oz
curved tins 74½
Old Eng. Curve Cut, 3½ oz
curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69⅛
Continental Cubes,1⅝ oz tins 70
Monte Critso Slabs, 3½ oz tins 74½
Van Bibber, sled plg, 1⅝ oz
tins, 2½ lb cartons..... 70
Three Feathers, 1⅝ oz, 1¼
lb cartons, net..... 60
Pedro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin
canisters 49½
Dixie Queen, 1⅝ oz foil..... 38¾
" 8 oz tins..... 42⅛
" 16 oz decorated tin
canisters, 6 lb cartons, 30
lb in cases..... 42
Duke's Mixture, 1⅝ oz sacks 40
Arlington, 1⅝ oz foil..... 63½
Duke's Cameo, 1⅝ oz..... 41¾
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅝ oz foil..... 67
Fragrant Vanity Fair, 1½ oz
foil 94
Red Indian Plug Cut, 1⅝ oz
and 3½ oz foil..... 39
Fashion, 1⅝ oz 38¾
" 16 oz canisters.... 42⅛
Bull Durham, 1 oz..... 62
" 1⅝ oz..... 62
" 3½ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags,
25-lb cases, per lb..... 23½
Echo Plug Cut, 1⅝ oz(16-oz,
49) 47¾
Red Bell, 1⅝ oz..... 40⅛
" 16-oz pails..... 41⅛
Cornell Mixture, 3½ oz tin.. 83
Oriental Mixture, 3½ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43¾
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking,
long cut,paper pkgs, 3½ oz,
5 lb cartons, 30, 50 & 100
lb cases 37
Pride of Virginia, 1⅝-oz, 3½-
oz and 8-oz tins, 2½-lb
boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅝ oz foil, 25,
50 & 100-lb cases..... 61
Sure Shot, 2s..... 33
Union Leader, 1⅝ oz foil.... 35½
" 3 oz pouch.... 37¾
" 8 and 16 oz
canister 37¾
Union Leader, 16 oz milk can 37¾

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k,
1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k,
5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-
lb pails, per lb..... 56
Sweet Cuba, b'ght or d'k, 1-
lb tins, 5-lb pails..... 44
Rose Leaf, 10 to lb, bright or
dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅝ paraffine bags, 5-
lb moisteners 41

THE ADVOCATE
is the only
GROCERY PAPER
on the
PACIFIC COAST

Cheroots and All Tobacco Cigarettes.

Old Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars,
10s tin 8.25
Bengal little cigars, 10s, (10
per cent in free goods).. 7.35
Royal Bengal, 10 in pkg, 100
in carton.....11.50
Van Bibber Little Cig., bundles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, cartons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s,
5 for 10c.....15.00
Florodora little cigars, 1-10s,
3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for
5c 12.50
Red Label Stogies(Jenkinson)11.00

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx
net 2.55
Wheat Straw, Interlock, 50
pkg in box.....1.15
Wild Oats, 40 pkg in box.. .90
Red Seal, 50 in box..... .25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount 2%)

Battle Ax, 16 oz, 5 cuts, 12 and
24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth,
bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz,
8 sp, 1, 4 8 and 12-lb and
2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to
lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6
sp, 6, 12 & 30 lbs (7 oz 7,
10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and
14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp,
14 lb butts..... 38
Drummond's Natural Leaf, 5½
oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and
12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-
lb boxes 58
Horse Shoe, 16 oz, Smooth, 6
sp, 8, 12 and 24 lb butts.... 44
J. T., 2x6, 7 oz, R & R and
Smooth, 2 sp, 10½ and 21 lb
butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4
sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s
8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6
and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz,
6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb,
8 lb boxes..... 43
Piper Heidsieck, 5½ oz plugs,
2⅝x8 Pony Panel, 3-10c cuts,
4, 7, 14 lb..... 69
Red Cross, 12 and 24-lb butts,
16 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz
6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz,
12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and
24 31
Something Good, foil wrapped,
R & R, 5½ to lb, 9, 13 lb
butts 45
Spear Head, 16 oz, 6 sp, 6, 18
and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, embossed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅝ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb
butts 45
Tinsley's Nat. Leaf, 3x12, 16
oz, 6 & 12 lb..... 54

Twist Tobacco.

Granger Twist,hand made light
pressed, 12 to lb, 12-lb half
bushels and 15-lb grained
pails 45
Red Ribbon Twist, 10 to lb, 16
lb ½ bushels and 8 lb packs 40
Honey dip Twist, 11 to lb
packed 5 lb 44

Smoking Tobacco.

Master Workman plug, 3x6, 10
oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz,
3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4
bright, 10½ lb boxes 42
Sickle plug, 15 oz 3x12, 5 sp
7½, 15 and 30 lb butts.... 46

JOHN BOLLMAN & CO.

Cigarettes.

Net cash.

Fragrant Vanity Fair..... 3.90
Duke's Cameo..... 3.90
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s
tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork
tip 7.50)..... 6.50
Casino Gold Tip..... 9.00
Imperiales, 10s, 20s, 50s, 100s,
with or without mouthpcs. 7.35
Sultans, 10s, 20s, 50s, 100s,
Mais and Rice paper with
mouthpieces 9.25
Abdallah, No. 3 gold tip..... 7.75
" No. 2..... 9.00
" No. 1.....13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.25.50
" " No. 3, 10s,
plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2½-oz tin 1.15
Plum, 1½ oz foil..... .63½
Three Kings Mixture,3½-oz
tins 1.30
Yale Mixture, 1-oz tin, 1¼
and 2½ lb cartons..... 1.35
" 1⅝-oz tin, 2½
lb cartons 1.60
Yale Mixture, 3½-oz tin, 2½
lb cartons 1.55
Lone Jack, 3½ oz bags, net 1.15

Wills' English Smoking.

Capstan, mild,med. or strong,
3½ oz, per lb..... 1.50
Capstan, mild, med or strong,
1⅝ oz, per lb..... 1.75
Latakia, 3½ oz, per lb..... 2.10

Sundry English Smoking.

Pioneer, 3½ oz, per lb..... 1.45
" 8 oz, per lb..... 1.43
" 16 oz, per lb..... 1.40
Lambert & Butler's Log Cabin, 3½ oz, per lb..... 1.30
Smith's Glasgow Mixture, 3½
oz, per lb..... 1.60

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb
(other sizes 67½)..... 66
" light pressed, all
styles 73½
Scroll Tag, cable coil, 3 and
4 oz 76
Corduroy Spun Roll, 6-lb bxs 56
Mastiff Plug Cut, 1⅝ oz pchs
or tin foil pkgs..... 68
Mastiff Plug Cut, 3½ oz pchs
or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decorated tin 52½
Boston Smoke, 12s (24s, 48). 49

SURBRUG CO

Cream 1⅝ oz ..... .75
Golden Sceptre ..... .90
cart per lb 1.20
Golden Sceptre 1⅝ oz ..... .90
cart per lb 1.20
Golden Sceptre, 3½ oz ..... .90
cart, per lb 1.05
Golden Sceptre,8-oz,5-lb cart,
per lb 1.20
Golden Sceptre, 16 oz ..... .90
cart per lb 1.05
Arcadia, 3½ oz ..... .90
1-lb cts 1.60)..... 1.56
" 1⅝ oz 1.60
" 8 oz 1.60
" 16 oz, decorated tin. 1.50

Crescent Club Mixture, 3½ oz .90

Cigarettes.

Milo Cork Tips 18.00
" Plain " 18.00
" Ladies' mouthpieces, 20s
oval box..... 9.00
Egyptian Arabs No. 3 Cork
Tips 7.00
King William, Egyptian net 8.00
Turkish Delight, sanitary tip 7.00

JNO. J. BAGLEY & CO.

Net cash.

Gold Shore, 2½-oz..... 46¾
Lime Kiln cut plug, 2 oz.... 59¾
" " 3½ oz 59¾
" " 8 oz tins. 66¾
" " 16 oz tins 64¾
Sun cured 2½ oz foil..... 49
" 2½ oz pouch.... 51

WEYMAN BROS.

Less 2%.

Cut and Dry, 3½ oz papers.. 32½

H. BOHLS & CO.

White Navy Mixture, 1½ oz
foil ..... .65
Yosemite Mixture, 3½ oz..... 1.55
Seven Up, 16 oz pails, 1 briar
pipe with every 16 oz pail .54

R. A. PATTERSON TOBACCO COMPANY.

Less 2%.

Honest Labor, pch and tins,
2½-oz ..... .50
Lucky Strike, 1½ oz tins .75
" 3½ oz tins .75
Patterson's Seal, 1⅝ oz foil. .37
" 3½ oz pch.. .38
" 16 oz tin... .41

SNUFF.

American Snuff Co.

French, Rappee, 1⅝ oz bottles, per 3 doz 2.90
French, Rappee, 3½ oz bottles, per doz..... 1.80
French, Rappee, 16 oz jars,
per lb..... .65
Maccaboy, 3½ oz bottles, 2 dz
cs, per doz..... .60
Irish High Toast, 16-oz self-sealing fruit jars, 1 lb bxs 57
Scotch Lillenthal's, in bladders, per lb 60
Scotch Lillenthal's, in weasands, per lb 62
Horse Shoe, 16 oz glass jars,
lb ..... .50
Horse Shoe, 2½ oz fibre cans .51
Horse Shoe, 8 and 16 oz cans .48
Horse Shoe, 1 oz and 16 oz
cans ..... .56

Weyman Bros.

Copenhagen, 16-oz stone jars .65
" 1-oz tin, carts
of 2 doz, per gross..... 5.64

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

YOU ARE ALWAYS SURE of a sale and a profit if you stock SAPOLIO. You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

THE RETAIL GROCERS ADVOCATE

E. D. EDDY, EDITOR. SAN FRANCISCO, CALIFORNIA. DEC 28 1905. VOL. 11, NO. 51

An
Advertisement
in the
Retail Grocers' Advocate
Talks
to 5,000 Grocers weekly.
It will help you
and your Salesmen
Sell your specialties.

THE RETAIL GROCERS ADVOCATE

1714 Webster St.,
San Francisco, — [illegible] California

BEST OF ALL

THE ORIGINAL

POWDERED

STOVE POLISH

Mixes with water instantly

Advertised Everywhere



OUR GUARANTEES:
To Give Satisfaction or Money Back
To Give a Quick, Brilliant Luster
To Give Dealers a Good Profit

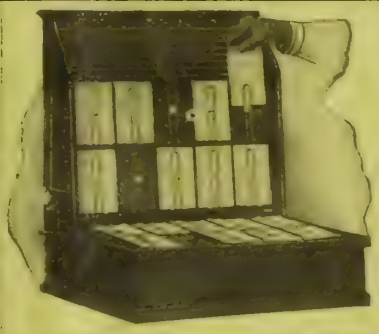
Packed Three Dozen to Box—Both Sizes.

5-Cent Size — COSTS $1.50, with one-half dozen free. Sells for $2.10, Profit 40 per cent

10-Cent size — COSTS $2.50, with one-half dozen free. Sells for $4.20, Profit 68 per cent.

R. A. HOLCOMBE & CO., Pacific Coast Agents.

50 Clay Street, San Francisco, Cal.



THE OPEN DOOR POLICY!

You are doubtless in FAVOR of the OPEN DOOR.

We DON'T mean the open door in CHINA, but the DOOR which lets your CUSTOMERS in and the GOODS OUT.

THE McCASKEY SYSTEM keeps the DOOR WIDE OPEN for both and Pulls in the MONEY.

As a COLLECTOR, the McCASKEY SYSTEM is a SUCCESS and NOT an EXPERIMENT.

Your SUCCESS depends on getting the MONEY.

To get the MONEY, you MUST be in close touch with your CUSTOMERS and keep your ACCOUNTS in such shape that there will be no chance for ERROR or DISPUTE.

If you are in Business to MAKE Money, don't delay Investigating the McCASKEY ONE WRITING SYSTEM.

Our FREE Catalog explains. Drop us a Postal.

WE CAN SHOW YOU

How this register quickly pays for itself and continually earns you a profit.

WM. A. HAWLEY, Pacific Coast Agent.

Phone: Franklin 101 1212 Gough St., San Francisco, Calif.

Branch Agencies:—Los Angeles, Portland, Seattle, Spokane

McCaskey Register Co., Makers, Alliance, Ohio.

Remember---The National Pure Food law Goes into effect January 1st.

For Prompt Delivery

"CALIFORNIA HOME BRAND"

Pickles

Gauge and Count Guaranteed.

"CALIFORNIA HOME BRAND"

TOMATO

Catsup

Free from artificial coloring or filler.

"California Home Brand" Products are **Guaranteed** to comply with the requirements of **All Pure Food Laws.**

Pacific Vinegar and Pickle Works

General Office, 161 Sacramento St., San Francisco, Cal.

OTHER SOAPS HAVE ADVANCED.

SAN FRANCISCO, CAL., Nov. 28, 1906.

Mr. Dealer:

All indications point to a big advance in the price of Soap.

"Lenox" Soap is cheap now—would still be cheap if it cost you 50c. more per box.

TODAY'S PRICE IS $3.00 IN LESS THAN 5-BOX LOTS.
2.95 IN 5-BOX LOTS AND UPWARD.
2.90 IN 10-BOX LOTS AND UPWARD.
2.85 IN 25-BOX LOTS AND UPWARD.
2.80 IN 50-BOX LOTS AND UPWARD.

Compare with the price of other Soaps and then take into consideration the fact that "Lenox" outsells all others and is therefore easier for YOU to sell, and besides, remember that Proctor & Gamble stand back of the quality.

Keep Well Stocked Don't forget you may assort "Ivory"—"Lenox"—"P. & G Naptha," and get the quantity prices on all three.

BUY TODAY THROUGH YOUR JOBBER. DON'T WAIT FOR OUR SALESMAN—HE IS BUSY TAKING ORDERS.

Yours respectfully,

KELLEY-CLARKE COMPANY,

Agents Proctor & Gamble Co.

THE

Retail Grocers Advocate.

EARL D. EEDY, EDITOR. SAN FRANCISCO, CAL., DEC. 28, 1906. NOL. 11. NO. 51.

THE

RETAIL GROCERS ADVOCATE

Published Every Friday by the

CALIFORNIA RETAIL GROCERS AND MERCHANTS ASSOCIATION

EARL D. EDDY.
Editor and Manager
ARTHUR A. OHNIMUS,
Assistant.

TEMPORARY OFFICE

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Phone: West 3067

SUBSCRIPTION PRICE:

One Year.....$2.00
Six Months.....1.00
Single Copies.....10 cts.

Entered as Second Class Matter in the Post Office at San Francisco.

POINTS TO WATCH.

SHRIMP—
There is a great scarcity in shrimps with little prospect of relief until the spring pack in April. Ones are growing scarcer daily and the market is advancing.

RICE—
Instead of declining, as was anticipated, the market on this commodity is firm and advancing, especially in fancy grades of Head and Japan.

PRUNES—
The sooner you buy your requirements in this line the beter it will be for your pocket.

SALMON—
This season's pack is practically out of first hands and prices are advancing. Prices on 1907 pack will certainly be higher on account of increase in cost of boxes and labor.

SALAD OIL—
Market is practically bare, with no probability of relief until February.

TEA—
Ceylons are becoming very scarce—advances probable.

Grocers to Banquet.

Elegant Entertainment Planned By Leaders of the Trade.

A meeting of the committee who have in charge the banquet to be given by the Associated Retail Grocers of San Francisco met at John W. King's Valencia street store on Wednesday evening.

Messrs. Burmeister, Doyle, Connolly, Zetich and King were present.

The date was fixed for **Tuesday, Jan. 15th.**

The place is still to be decided upon the committee wishing to get the most elegant service possible.

The price will be **$2 per plate.**

There will be representatives present from various representative organizations of merchants, both in San Francisco and from the interior. Several of the leading wholesalers have already signified their desire to attend.

Altogether, the banquet promises to be one of the most notable events in the history of the grocery trade in San Francisco.

AMERICAN BISCUIT CO.

The American Biscuit Company has commenced the construction of a five-story reinforced concrete building on Battery street, between Broadway and Vallejo, and occupying half of a square block, which will cost $400,000.

HEYMAN-WEIL BUILDING.

The site of the old Grand opera-house on Misison St. has been leased by James Flood and James E. Walsh to Heyman-Weil Co. and a 5-story and basement brick building is to be erected there to cost $400,00. The Heyman-Weil Co. will pay $650,000 for a 15-year lease.

BROKERAGE CHANGES.

Los Angeles, Cal.—Hamilton & Menderson have succeeded Roth Hamilton in the brokerage and commission business. The Holmes & Stockard Company has moved its offices from 212 E 3rd street to 351 E 2d St.

A NEW CIDER CO.

Portland, Ore.—The Columbia Cider Co. has been incorporated with a capital stock of $40,000 by J. E. Nelson, J. O. Spencer and J. T. McCabe.

Firm and kind treatement is productive of discipline. Employes will perform the best service if treated kindly but firmly as employes than if the manner of the empolyer is constantly uncivil and undignified.

Wants National Action.

State Secretary Connolly Explains Position to National President Green.

The grocers of the Pacific Coast have learned that most manufacturers who are anxious to maintain a retail selling price of their gods devote time, energy and money to maintaining the retail selling pirce only in those communities where the grocers are well organized and are able to cooperate in maintaining the prices that give a proper profit.

Manufacturers who are not anxious to help in this way, will only consent to devote the time, energy and money necessary to a successful prosecution of the plan, in those communities where the grocers have been educated to the necessity for it and are organized well enough to reward their friends and punish those who hurt them.

State Secretary Connolly in a letter to National President Green explains why he thinks the National Association should take up the work of education along this line and expresses his ideas in two concise resolutions. Mr. Connolly writes:

San Francisco, Dec. 20, 1906

Mr. John A. Green, President National Retail Grocers Ass'n., Cleveland, Ohio

Dear Sir:

The grocers of the United States are in business because they wish to make money.

Many grocers in the United States are united in associations because they desire to better trade conditions, escape annoyances, and stop leaks that tend to render their business unprofitable.

No phase of the grocery business is more annoying and no leak more dangerous than the indiscriminate selling of staples at a price that leaves too narrow a margin.

Many different ways have been sought to correct this abuse. Few have been successful.

The method that has most frequently been employed, has been a mutual agreement among retail merchants to maintain certain prices upon certain of their goods. Unfortunately there are "weak sisters" in the grocery business, as well as in every other line of human endeavor. As a result, such combinations are usually of short duration. Should such a combination be assisted by an arrangement through which a merchant who did not desire to maintain the price could be punished for failure to do so, the parties to the agreement would be liable for damages for enterning into a conspiracy in restraint of trade.

Manufacturers Protect Profits.

We, on the Pacific Coast, have been laboring along lines that the courts have decided were legal ,and which have been productive of very good results.

The highest courts in the country have decided that a manufacturer has the right to demand from any party to whom he sells his goods an agreement not to sell the goods below a certain price.

The courts have also decided that the manufacturer not only has the right to refuse to sell his goods to parties who refuse to agree to maintain the price, but can also secure damages from any merchant who, having agreed to maintain the price, violated his agreement.

As an illustration of what has been done, I will cite the case of the flour mills of San Francisco.

Changing a Trade Fallacy.

The retail grocers in the cities around San Francisco bay were selling flour with a margin of from 5c to 15c per sack. It is evident that every sack of flour handled by the grocers around the bay was handled at a loss.

We asked the mills to establish a fixed retail selling price on their products and to refuse to supply their goods to firms that might cut the price. One mill acceded to our request. The others refused on the remarkable ground that they did not think the grocers were a union in desiring a profit on their flour. Their real reason was their fear that some of the big cutters would cause them trouble and they might lose their trade.

The retail grocers of the cities around San Francisco bay rallied to the support of the mill that protected its prices. In a month this mill had become a very marked factor in the flour business of northern California. The mills realized that they had made a mistake in refusing the request of the retail trade and about six months ago notified all their customers that a retail selling price must be maintained. As a consequence, there has been considerable profit added to the grocery business.

When a retail grocer cuts the price of flour, he is immediately called upon by the miller whose flour was cut, and notified that the cutting must cease. This has been sufficient to accomplish the result desired. Had it not been sufficient, the miller would have refused to supply the grocer. The other mills would also have refused to supply the cutter had he refused to maintain the price on their brands.

Grocers Must Help.

This plan to maintain the retail selling price is only practical if the manufacturer has the sympathy and the support of the better class of retail grocers. If the manufacturer should fix a retail selling price on his goods and then find that the retail dealer, instead of profiting by it, resents his action, he not only losses the business of the cutter, but he loses the business of many of the foolish retailers as well. Therefore, to do the most good, the organized grocers must be prepared to co-operate if the movement is to win out.

The grocers must recognize the fact that the manufacturer's fight to maintain prices is really their fight to secure profis. They must help with their associations if the policy is to be permanently successful.

The manufacturer must have the active and intelligent support of the better grocers joined in associations if he is to be able to cope with the cutters. If he has this support, the association very promptly notifies him of any cutting of his prices. The association then co-operates with him to prevail upon the dealer to discontinue the cutting. If they fail in this, the manufacturer still has the support of the trade while fighting the cutter, because the association will see to it that its members respect that the price that the manufacturer has established and has prevents a demoralization of trade that would, unchecked, be likely to spread to numerous other articles.

Will Help Conservative Dealers.

It is for this reason that the National Grocers' Association should take up [illegible] and have the grocers ask the manufacturer to maintain the price on his goods.

It is a self-evident fact that dealers would prefer to continue selling established, well-adv rised staple articles at a good profit than to give time to selling a substitute that may not satisfy. It is a well-known fact that the catalogue houses and other cutters can only profitably slash on largely advertised and well-known articles. When a manufacturer maintains the retail selling price of his goods the conservative dealer is enabled better to face the competition of the department stores and other catalogue houses. At the same time the manufacturer finds the popularity of his goods as profit earners greatly enhanced.

It is because of our experience in the matter of maintenance of prices that I intend to urge the adoption of the following resolution at the convention of the Convention of the National Associathe National Association at Dallas, Texas.

Resolved, That the Retail Grocers' Association of the United States favors a policy of having manufacurers employ their legal right to fix and maintain a retail selling price on their goods, which will guarantee a margin of profit to the dealer. Be it further,

Resolved, That the National Retail Grocers' Association should devote a large portion of its time and means to the education of associations to the necessity and desirability of co-operating with manufacturers along lines that would enable dealers to better compete with catalogue houses and restrain unintelligent competition without any legal entanglement.

Hoping that the matters I submit will meet with your approval, I remain,

Very truly yours,

Frank B. Connolly,

Secretary Cal. Retail Grocers' and Merchants' Association.

Secretary Associated Retail Grocers of San Francisco.

BREAKING ALL RECORDS.

Dayton Scales Being Placed in An Increasing Ratio Monthly.

One of the busiest offices in San Francisco is at 1482 Market street, where Manager J. J. Duffie, San Francisco agent for the Dayton Computing Moneyweight Scales, exploits the superior advantages of those wonderful weighing machines that do most everything but talk. Replying to the question as to "how business was," Mr. Duffie said:

"The year ending December 15th has been for us one of splendid results, as far as volume of business is concerned. Of course, we modestly refrain from mentioning our loss of last April, when, being located in a modern fire-proof, Class A building, everything, including stock, fixtures and personal effects, were destroyed.

"While the monthly record of May, 1906, exceeded that of any corresponding period, the same phenomenal increases has been maintained through the months since following, until November climaxed by exceeding in total any former October and November record combined ever recorded in the history of our Pacific Coast Agency.

"We feel particularly gratified also because of the complimentary endorsement and reception given our latest type machines, both by word and action, by our California patrons and users, and particularly those here in San Francisco. When business was resumed after the fire every one of our old friends hunted us up and bought our very latest model machines to replace those destroyed, and to throughly equip their stores with the best money could buy. As near as we are able to learn, not a single former user—or a single modern merchant, for that matter—installed anything but Moneyweight System to a more or less degree since the fire.

"On the other hand, the year just closed has been one of marked developments at our factory. The Company have brought out many new models, and machines reenforced by exceptionally strong improvements and practical advantages fully in keeping with the advanced requirements of the times. These features being along the lines of labor, time and money-saving details, with the idea of safeguarding both the merchant's and customer's interests. The principle involved, we believe, is that the customer should be given and shown exactly what they pay for, and the merchant receive pay for exactly what he is entitled to in the weighing transaction, without any shrinkage of profits, and that this mutually satisfactory result be shown instantly and automatically in bold plain figgures."

Grocers will appreciate the fact that the Dayton people have never been guilty of that "knocking" policy by which certain scale companies have made the purchasing public distrust the dealers from whom they get their supplies.

WASHINGTON.

Aberdeen—J. A. Livingstone & Co. have bought the Union Trading Co.'s grocery.

Clarkston—The Vineland Trading Co. has started a general store.

Centralia—L. A. Brewer has opened a grocery store.

Jerry—F. E. Thompson has succeeded R. Hoskins, grocery.

Medical Lake—The Wiggs Grocery Company has opened for business.

Nine-Mile Bridge—G. H. Congdon has started a general store and meat market.

Gogue—Davidson, Richards & Co., general store, have incorporated.

Rosalia—Riley & Frese have added groceries to their meat market.

Seattle—H. F. McRae has started a grocery at 320 East Pike St.

Seattle—M. E. Owens, grocer at 1834 Sixth Av. west, has sold out to Thomas & Brewer.

Seattle—On and after Jan. 1 next, the firm name of Louch, Augustine & Co. will be changed to Augustine & Kyer.

Seattle—Patrick & Daggett, grocers are reported to have disolved partnership.

ASSOCIATION ROSTER

PACIFIC COAST.
Retail Grocers' Association.

President.
F. B. Fancher—Sacramento, Cal

First Vice-President.
J. R. Newberry—Los Angeles, Cal.

Second Vice-President.
Fred Dresser—Portland, Ore.

Secretary
H. Hauch, Alameda, Cal.

California Retail Grocers and Merchants' Association.

President, A. A. Jost, Sacramento.

Vice-Presidents--1st, George B. Doyle, San Francisco; 2nd, F. W. Aubry, Stockton; 3rd, Chas. A. Mottaz, Los Angeles.

Treasurer, E. B. Pearson, Stockton.

Directors—F. B. Connolly, San Francisco; John W. King, San Francisco; H. K. Duncan, Oakland; L. Warnke, Alameda; F. F. Dustin, Redding.

Secretary, F. B. Connolly, San Francisco.

Associated Retail Grocers of San Francisco.

President, George B. Doyle.
First Vice-President, James S. Irvine.
Second Vice-President, J. W. King.
Treasurer, John F. Schomer.
Secretary, Frank B. Connolly.
Directors: Joseph A. Stulz, Herbert S. Elliott, Gus Lehrke, P. A. Buckley and B. A. Schmidt

ASSOCIATION NEWS.

Gleanings From Reports of Organizations All Over the Country.

Secretaries of associations are invited to send reports of meetings of items of news of their organizations for publication under this heading.

The Golden Gate Cracker Co. has arranged to establish its headquarters for Northern California and will open its wholesale branch on D St. during the coming week at Marysville.

The M. J. Brandstein Co. has been compelled to put in another coffee roaster to keep up with the orders for M. G. B. coffee. At present there are five roasters running all the time, and the one just ordered will be put in operation as soon as it arrives.

Wellman, Peck & Co. have ordered another coffee roaster, making three in all. Their working force has been materially increased since the fire. Their new up-to-date building is being rushed with all possible speed.

Los Angeles, Cal.—At the last meeting of the Retail Grocers' Association the following grocers were elected: W. B. Buck as president; W. F. Boddy, vice-president, and E. S. Potter as secretary.

Milwaukee.—The Retail Grocers' Association has again elected H. W. Schwab as president. Mr. Schwab served as treasurer for the National Association for two years.

St. Joseph, Mo.—The Retail Grocers', Butchers and Bakers' Association has formed a corporation with a capital of $125,000 to build an ice plant and abattoir to make its members independent of the ice and beef trusts.

New Hampshire.—Th National Association of Retail Grocers will call a state convention in New Hampshire of the grocers and general merchants for state organization. An invitation will be extended to all classes of merchants to be represented at the convention. The date will be about the middle of January.

St. Paul, Minn.—At the last meeting of the Retail Grocers' Association the following resolution was unanimously adopted : "Resolved, by the Retail Grocers' Association of the city of St. Paul, Minn., that we demand of Congress such amendment of the Bankruptcy act as will provide for the payment in full of debts for the honest debtor of his before the debtor shall be granted a discharge from his debts.

A number of old Chinese cigar factories which formerly did business in San Francisco have started up again across the bay, especially in Oakland, which has absorbed the greater part of the old Chinatown. We don't wish our neighbors any harm, but can't help hoping that they will stay there.

Mike Fisher, ex-manager of the league baseball team, has gone into the cigar business. He has secured a good location on Fillmore street near Sutter, where he is finding trade to be all that he expected.

NO BULKY SYRUP CANS

MAPLEINE



Produces the Syrup and Within the Reach of all

A Trade Winner and Sure Repeater

With Mapleine the housewife makes her table syrup as she needs it, and the net profit to the dealer is greater than on so-called "pure maple syrup." This makes a strong argument in favor of Mapleine.

We are spending money advertising **STOCK UP** and reap results.

JOHN H. SPOHN CO., Agents

50-52 Clay St., San Francisco

Crescent Mfg. Co., Mfgr., Seattle.

MANUFACTURERS' LIST.

Selling Prices of Goods That Guarantee a Profit to the Dealer.

NOTE—The selling prices of the goods listed below have been guaranteed by the various manufacturers. When any grocer knows of a cut being made, he should at once notify FRANK B. CONNOLLY, Secretary Associated Retail Grocers of San Francisco. 901 Stanyan, cor. Frederick, Phone Fell 6161. Mr. Connolly will immediately take up the matter with the manufacturer who will see that the cutter is called to task.

Grocers should report all cuts as promptly as possible and thus make it easier to correct the evil before prices become demoralized.

BAKING POWDER

Schillings Best, ¼-lb. cans	$ .15
Schillings Best, ½-lb. cans	.25
Sshillings Best, 1-lb .cans	.45
Rumford, ½-lb. cans	.15
Rumford, 1-lb cans	.30
Rumford, 3-lb cans	.75
Rumford, 5-lb cans	1.25

CEREALS

Cal. Flapjack Flour (Del Monte Milling Co.) 2 lb. package	.15
Cream Flaked Oats (Del Monte Milling Co.) 15c, two for	.25
Excelsior Flaked Oats	
Excelsior Oats (Del Monte Milling Co.) straight	.10
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 1-2 lb. pkge	.25
Peacock Brand Buckwheat (Del Monte Milling Co.) 3 lb. package	.20
Peacock Brand Buckwheat (Del Monte Milling Co) 1 1-2 lb. pkge	.15
Shredded Wheat Biscuits, 15c or two	.25
Triscuit, straight	.10

COFFEE.

Golden Gate (J. A. Folger & Co.) 1 lb. cans	.40
M. J. B, (M J Brandenstein & Co.) Bay cities price, 1 lb	.35
M. J. B., (M. J. Brandenstein & Co.) All other points, 1 lb	.40
M. J. B., (M. J. Brandenstein & Co.) All points, 3 lbs	1.00

COTTOLENE.

Small size pails	$ .30
Medium size pails	.60
Large size pails	1.35

FLOUR

The prevailing prices on flour of the San Francisco mills are as follow:

Globe Mills.—A-1, $1.40; Banquet, $1.30; Silver Star, $1.25.

Del Monte.—Trade Mark, $1.40; Del Monte. $1.30; Mission, $1.20; Caledonian, $1.15.

Port Costa—Port Costa, $1.30; Starr's Extra Choice, $1.20; Mayflower, $1.10.

Crown.—Crown, $1.30; Triumph, $1.20; Bear, $1.20.

Sperry—Horace Davis' Patent Roller, $1.45; Golden Gate, $1.30; Drifted Snow, $1.30; Sperry, $1.30; Royal, $1.25; Eagle, $1.20.

Phoenix.—100-lb. sack, $2.60; 50-lb. sack, $1.30; 25-lb. sack, 70c.; 10-lb. sack, 30c.

OLIVE OIL.

Purity (Chas.P.Grogan), Half Pts.	$ .25
Purity (Chas.P.Grogan) Pints	.50
Purity (Chas.P.Grogan) Quarts	.90
Purity (Chas.P.Grogan) Half Gal.	1.50
Purity (Chas.P.Grogan) Gallon	2.75

SAUCES.

Catsup, Bishop's (Bishop & Co) 1-2 pints	.15
Catsup, Bishop's (Bishop&Co.) pts	.25
Chili Sauce, Bishop's (Bishop&Co.) 1-2 pints	.15
Chili Sauce, Bishop's (Bishop&Co.) pints	.25

SOAPS....

Sapolio.....10c, 3 for 25c

A PRACTICAL MEASURE.

Maintainance of Prices Helps Grocers Throughout All California.

During the past two years, thousands of grocers in California have profited by the efforts of the State Grocers' Association to have manufacturers maintain a retail selling price on their goods. This is particularly true in Southern California, where the list of protected goods is very large.

In Northern California, the selling price on flour is maintained in many cities. As a result the margin to the grocer which was once from 5 to 10 cents a sack (which means a loss) is now from 15 to 25 cents.

This protection was not secured without a struggle.

The grocers had to get together and demand this recognition from the mills. At first it was refused them. With the exception of the Globe Milling Co., the mills were a unit in saying that the grorcers did not want the margin which they then asked, although they modestly suggested only 15 cents a sack. They even claimed that the public would not stand for it.

An earnest effort was then made by the grocers in the cities around San Francisco Bay to show the millers that they could and would build up a trade on those brands that gave the trade a profit.

Although the mills did not at once grant the request of the San Francisco grocers, they realized the value of this suggestion and established a selling price on their goods in many of the interior cities. It's therefore because of the effort of the grocers of San Francisco and Alameda County, that these grocers are today getting a profit on their flour which formerly was handled practically at a loss.

What has been done on flour can be on many other articles. It only requires united effort.

Greer's Washing Ammonia

It has come to our knowledge that there is an attempt to introduce on the market a WASHING AMMONIA made from **Bones and Animal Refuse.** We trust that the trade will take time to investigate the character of this STUFF, which, if sold to the consumer, will only tend to discourage the use of Ammonia as a household article.

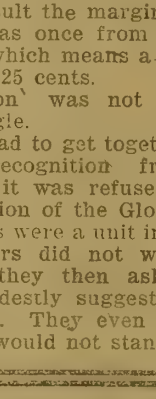
Pacific Ammonia Bottling Co.

2504 Scott Street, San Francisco
Telephone West 4685
Sole Manufacturers of Ammonia from Mineral Products on the Pacific Coast.
SAN FRANCISCO, CAL.

CAUTION—As there are numerous brands of impure and weak washing ammonia offered to the trade imitating the style of our label, be careful to see that our signature Trade Mark is on each bottle—**Robt. P. Greer, Trade** Mark.

A MATTER OF HEALTH

ROYAL



BAKING POWDER

Absolutely Pure

HAS NO SUBSTITUTE

ALL grocers should carry a full Stock of Royal Baking Powder.

It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the grocer.

OFFICERS AND DIRECTORS.

TAIL GROCERS AND MERCHANTS Association of Alameda Co.
resident, H. K. Duncan.
ice-Presidents: 1st, F. G. Eiben; 2d, . Woodworth; 3d, G. T. Morris; 4th, Hadlen; 5th, A. Sutherland.
reasurer, G. A. Russell.
irectors, H. Hauch, A. J. Nor, H. D. ning G. Hoffman, J. Hopkins.
ecretary, R. D. Holmes.
ssociation meets the 1st and 3d nday of each month at 8 o'clock, n.

NOTICE.

Whenever any prices in the Manufac- er's List, printed on Page 12 of the ocate, are cut, members should not- Secretary Holmes as promptly as sible. (His telephone is Oakland). **Mr. Holmes will at once take s to have the cutting stopped.**

OAKLAND MEETINGS.

ollowing are the dates of the meet- s, of the Alameda County Grocers' ociation:

ecember, 1906.—Monday, the 3rd, Monday, the 17th.

anuary, 1907.—Monday, the 7th, Monday, the 21st.

ebruary, 1907.—Monday, the 4th, Monday, the 18th.

larch, 1907.—Monday the 4th, and nday, the 18th.

LORING AND PRESERVATIVES.

Wiley Promises Manufacturers a Square Deal.

r. Wiley has for the first time de clear the Government's attitude ards the use of preservatives in d. He states that there will be no erference with the use of preserva- es provided the quality used is harmful. The important portions Dr. Wiley's statement follows:—

We do not plan to carry on our pection as a distinct and indepen- t matter. What we want to do is work in collaboration with the es- lished State and municipal Pure partments so far as domestic work concerned.

Those manufacturers who were ng things that the law forbids now, so as a means of livelihood. hey had to meet competition of er adulterators and they had, erefore, to adulterate their own ds.

Now the necessity for adulteration s passed; there will be no compe- n necesary with adulterated goods, d I think they honestly welcome law and will gladly return to itimate methods of doing business. We shall adhere to our present e of requiring all preservatives to named on the labels. Until these eservatives are officially declared be harmful, and unless it is shown at those that are harmless are used sufficient quantities, I see no rea- n why they should be interfered th.

May Use Preservatives.

"Of course, where a preservative is harmful, we shall require that its use be prohibited. Borax, for instance, has been proclaimed harmful and must not be used at all. Salicylic acid is about to be proclaimed harmful and its use must then completely cease. But rulings in the latter case will not be retroactive, and where there can be no injurious results, we believe that food products with a moderate amount of salicylic acid mentioned on the label will still be alolwed to remain on the market. In other words, products honestly packed before the use of salicylic acid was absolutely forbidden will not be interferred with in cases where it is shown that the amount used cannot prove injurious to health.

Rules For Coloring.

"Exactly the same policy will apply to artificial color. Products artifical color. Products artifically colored, with the name of the coloring matter on the label, and the amount used not sufficient to be harmful, will not be interfered with. In other words, manufacturers will be allowed to distribute the products they already have on hand, but will not be allowed to distribute any goods manufactured after the law was enacted.

"Manufacturers are to be given time to conform to new conditions.

"What we are concerned with is what will be made after January 1, and not before. Of course, we could, under the strict letter of the law, apply its provisions to the stocks on hand on that date. The inspection is not mandatory; it may be made at such times as the Secretary of Agriculture may designate. If he does not wish an inspection until January he doesn't have to order one."

[illegible] SHARES PROFITS.

Notices have been sent out to the trade informing customers of the Corn Products Refining Company that they will receive an amount equal to 10 cents a 100 pounds on all shipments of glucose and grape sugar, which they have purchased from the company from July 1 to December 31, 1906, provided that they agree to purchase their supplies exclusively from the company during the remainder of this year and throughout 1907. This profit-sharing agreement provides that the amount equal to 10 cents per 100 pounds will be paid to the purchasers in question, or their successors, on December 31, 1907, on the condition imposed by the company, which insures continued patronage throughout next year.

Irish salt mackerel continues scarce on the spot in New York. According to latest advices, there is none being cured on the other side.

The London market for Ceylon teas continues to advance.

POSTUM CEREAL CO., LTD.

Guarantee on Their Products.

We warrant and guarantee that all packages of Postum Cereal, Grape-Nuts and Ralph's Mata Mexalin sold by us or agents or retailers comply with the provisions of the National Pure Food Law, and are not and will not be adulterated or mis-branded within the meaning of said Act of Congress approved June 30 1906, and entitled "An act for preventing the manufacture, sale or transportation of adulterated or mis-branded or poisonous or deleterious foods, drugs, medicines, liquors, and for regulating traffic therein for other purposes."

Postum Cereal Co., Ltd.
C. W. Post, Chairman.
Battle Creek, Mich.

Dec. 12, 1906.

Subscribed and sworn to before me this 15th day of December, 1906.

Benjamin F. Reid.
Notary Public.

My commission expires July 1, 1907

Our goods are pure, they always have been and always will be, they are not mis-branded. We have always since the beginning of our business, printed a truthful statement on the package of the ingredients contained therein and we stand back of every package.

NEW COD COMPANY.

A new cod packing company is soon to be incorporated with headquarters in Seattle, composed of Seattle and Alaska men, who intend erecting a packing house and purchasing vessels to be operated on the Behring Sea banks next year. The first outlay will amount to about $50,000. W. H. Leonard, formerly manager of the Washington Fish Company, is arranging the preliminaries of the proposed undertaking and will also have a financial interest in the firm. Mr. Leonard has just returned from a tour of the Eastern fish markets.

PRICE CUTTING.

"A cut in prices is sometimes necessary in [illegible] business," says the Portland "Tradesman." A cut is sometimes justified and justifiable. But persistent and reckless cutting of prices is an evil which should be discouraged whenever it is possible to do so.

"Quick sales are cash in hand, but in effect. The cutter comes to grief in the [illegible] and the dog-in-the-manger man. He is also the bane of the doctor and the lawyer and the printer and the publisher.

"People who buy groceries readily learn in time that the price cutter is seldom handling the best goods and that he is not to be depended upon. He seldom succeeds, if he is a real cutter.

"The same is true of other lines of industry.

"Merit requires a fair remuneration."

SEASONABLE SUGGESTIONS.

Ideas from Many Sources That Will Be of Value and Interest to Retail Grocers.

Use price tickets.

Push the good goods.

Soon it will be inventory time.

Tennessee's peanut crop is one-third short.

Quality groceries pay the largest profits.

Walnuts are away up in price this year.

Irish mackerel market is showing strength.

The raisin market is still raisin'. The reason: scarcity.

The English grocers didn't do a thing to the British soap trust!

Make up your mind to avoid the dead beat during the new year.

Don't neglect collections, for you can't afford to. Protect your credit.

Join a grocers' association. If your town hasn't an association, organize one.

The domestic sardine pack this year is about one million cases short of the normal production!

Price cards are especially valuaable to use about holiday time. The people want to know the price.

We will soon be operating under the new national food law. Remember the guaranty'll protect you.

Canned peas are selling up a little, and on top of all this there is talk that a pea trust is being organized.

Get in line for the meeting of the National Association of Retail Grocers at Dallas next January.

When the deadbeat comes 'round asking for credit try and "spot" him. Don't continue to be Mr. E. Z. Mark.

Baltimore reports say that there are very few canned oysters available for prompt shipment. The market is in strong shape.

Make sure of your own safety from prosecution under the new food law by demanding a guaranty with your purchases.

The grocer who pushes sales of good goods in preference to the cheap qualities will find that his reputation grows better.

It'll pay to listen with attention to the suggestions of clerks, if only to encourage them to keep up their interest in the store.

Look after the boxes you receive your goods in. They're both salable and useful. Don't break 'em up and toss 'em in the cellar.

According to private advices from Eastport, it is possible that none of the Maine sardine canners will open for the season of 1907 before July 1 of that year.

Clean windows and a well scrubbed floor are a kind of advertising which often is not thoroughly appreciated by the storekeeper. Daintily dressed women don't like a dirty floor a little bit.

Gallon canned goods of all descriptions are very scarce this winter. Canners are entirely sold out of tomatoes, there are virtually no gallon small fruit left unsold, and gallon apples are raising and gallon rhubarb is hard to obtain.

The cured fruit market has been advancing at a pretty fast clip. Peach stocks have gotten so very much reduced in stock in size that this item is hardly worth considering. Prices are at a point where only the well-to-do can afford to eat dried peaches, or apricots either.

Currants are used, besides for ordinary purposes, for making such products as sugar of raisins, marmalades and jams for the markets of Northern Europe. Fodder prepared from dried Corinthian currants combined with starchy matter gives a nourishing and highly esteemed stock food.

A live association is a mighty good thing for a live retailer to tie up to—and it's just as good for a retailer who isn't quite but is almost deceased. A retailer who has no association affiliation is unquestionably at a disadvantage compared with the retailer who does hold membership in a first-rate organization.

The proposition of selling fruits and vegetables by weight, has been recently revived amongst the grocers

MALTA-VITA

sells strictly on its merits, backed up by successful newspaper advertising, and at a profit of



30 PER CENT FOR THE GROCER

Malta-Vita is always shipped fresh from the ovens, and we never want to overstock a dealer We want the Malta-Vita he sells to be fresh. It means more business for us, in the long run, and more for the dealer all the time. For this very reason we do not ask for large orders and do not make any "free" deals to secure them.

MALTA VITA PURE FOOD CO.

BATTLE CREEK, MICH., AND TORONTO, CANADA.

of Chicago and a competent committee has been appointed by the Association of that city to try and secure the passage of an ordinance, compelling dealers to sell this class of goods in the above manner.

The pack of American sardines ended recently along the coast of Maine, where all our home packed sardines come from, and the experts figure the shortage as compared with last year at no less than 1,200,000 cases, which is a very serious matter, meaning either much higher prices than the ordinary or else that the people must eat fewer sardines than they are accustomed to eating.

A tea expert who says he knows what he is talking about asserts that the retailers have done about as much as anybody else to keep tea from becoming more popular in America. At a grocer's meeting the other day he said: "When I go into a grocerw store I have to go back of the counter to find the tea department, and when I have it located at last, an old rusty canister which has been in use since the store started is generally the place set aside for the storing of this important stock."

The lowly prune—called lowly for fun, but in reality one of the very best kinds of fruit—has "riz" away up in price and has crawled into the luxury class. This favorite of the boarding house lady isn't as much a favorite with that economical personage as last year, for instance, because it costs more money now and is no longer cheap provender for the feeders at her table. The market continues to gradually harden and premiums must be paid by all wanting to buy any of the larger sizes, which are very scarce.

Have you ever realized how much the success of your store depends on your clerks? They sell your goods—or not. They boom your reputation—or cloud it. They please and extend your custom—or turn it away. They swell your profit sheet—or become a tax on you. They are either an integral part of your success—or thorns in your business flesh. What can you do to improve your clerks? A great deal. You know that, after all, they are human plants who will surely improve under wise cultivation. Won't it pay better to develop them than be forever scolding or changing, or "firing" them?

MERCHANTS MUST UNITE.

Joint Action Necessary If Recognition Is Expected.

For nearly a generation no legislation was made in California to benefit retail merchants.

The spell was broken when the Advocate helped the Grocers Association of San Francisco organize the State Grocers and Merchants' Association. Then the merchants received recognition of their requests.

Three laws were secured from the legislature of 1903, when L. Warnke of Alameda was secretary of the State Association. One of these—the Mutual Fire Insurance Law—was vetoed by Gov. Pardee. Another—allowing the attachment of the wages of public officials has stood the merchants of California in good stead ever since.

At the session of 1905, three laws were secured. One made it possible to attach the separate property of the wife she had acquired after marriage for bills for the neccesaries of life contracted while the two were living together. Another made trading stamps illegal. This was found to be unconstitutional when the Association carried it to the Supreme Court.

A third, which made a payment renew an account, was vetoed by Gov. Pardee.

These laws were secured only by **hard work.**

They could not have been secured at all, if grocers **all over the State** had not joined in asking for them.

They could not have been secured, had not many merchants shared the expense.

On another page, the State Association tells the laws it will ask for next year.

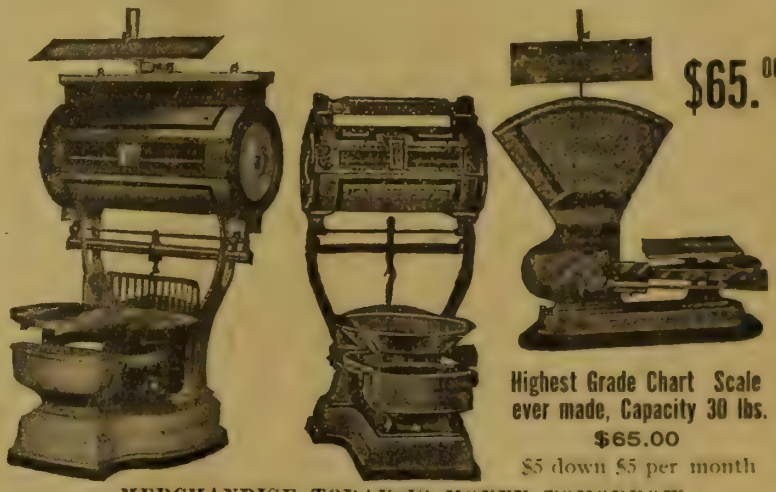
Read that list carefully.

It affects **you.**

Do you want them ? Are you willing to help get them ?

If you are, write to F. B. Connolly, Secretary of the California Retail Grocers and Merchants' Association, 1714 Webster St., San Francisco, Cal.

Imported oil sardines are exceedingly scarce. There is hardly anything left in France or Portugal and none is now being packed though small fish are expected to appear on the Portuguese coast soon.



Highest Grade Chart Scale ever made, Capacity 30 lbs.
$65.00
$5 down $5 per month

MERCHANDISE TODAY IS MONEY TOMORROW

Profits DEPEND ON THE Scales

MR. MERCHANT, WEIGH YOUR GOODS BY THE

Money-Weight System

and thereby secure all the profits you are entitled to, while you safeguard yourself and satisfy every customer !

Different from any other Scales — the only automatic — no weights—no levers—exact weight and correct money value shown instantly in bold, plain figures.

All sizes—all kinds—liberal discounts—easy payments.

READY FOR DELIVERY WRITE FOR CATALOGUE

JOHN J. DUFFIE, Agent.

DAYTON COMPUTING SCALES

TEL. PARK 810

1482 Market Street, San Francisco.

Clerk's Corner.

GOOD WORK PAYS.

A good clerk is not lost sight of when he enters that colony of workers, but a poor one is. Using the latest they "hand him the lemon"—and he quits. In this way these large establishments are far more independent of any particular worker than you or I can be unless, indeed, he have proved himself by long service or other merit of particular value.

Bosses Bear Impositions.

In many of the smaller stores the amount of imposition an employer must submit to during a time of shortage in the help is almost unbearable. Of course, you clerks all know this, but what I wish to impress upon you is the fact that you hurt no one nearly as much as you do yourselves when you take advantage of that circumstance.

It all comes under the head of "personal loyalty," a very big subject to preach to a grocery clerk, maybe, but it is preached now in the veriest kindergarten, so why not to grown men and women, whatever their occupation?

I could wish no better lesson for each one of you who in his circumscribed duties takes advantage of the fact that "help is scarce" than to stand in the waiting line of a large department store anywhere in this country.

Merit Wins.

You would have the advantage over nobody. You would soon realize that even after you have your job you must hold it; and that every cent of increased pay you have to earn by superior work and not by the force of circumstances which obliges a driven proprietor of a modest store to concede to unjust demands from help who have never placed their services on a competitive market.

I am no calamity howler but I have seen the time when there was more help and good help at that, than work, and we may all see it again. Nor would I teach you my lesson by intimidation, or any fear for your own future save as it lies in your hands to render it so secure by "good and faithful service" that in times of depression you will be remembered when others are forgotten.

HAWAIIAN SUGAR CROP.

An unofficial computation of the returnrs of the various sugar plantations in these islands shows that the crop of the year ending September 30 was the second largest crop that these islands have ever produced. The total production was 429,421 tons. This exceeds the produdction of last year, which was 426,249 tons, and is the second to the year of 1903, when the prouction was 437,991 tons. The indications are favorable for next year's crop exceeding that of last year just closed.

OUR OPINION OF OURSELVES.

The trade paper editor's business is to seek out the latest news and the latest ideas that are useful to the readers of his publication. He supplies to the tradesman that which the tradesman has not the time to gather for himself. The trade paper above all things else should be reliable or it is not worth reading. It is the medium of exchange of ideas between those whose interests are parallel. It is a compendium of imformation that can be turned into dollars. It is the greatest factor in introducing improved methods, in furthering the interests in the mercantile world, and correcting abuses that now and then interject themselves into trade.

Without the trade press the efforts of the varicus grocery associations would amount to naught. There could be little done in the way of fighting evils and bringing about reforms that are essential to the welfare of the merchants.

PACKERS ADD TO CAPITAL

Swift & Co., the packers, a New York corporation, has filed with the secretary of state a certificate of increase of capital stock from $1,000,000 to $2,000,000. The corporation also has increased the number of directors from five to seven and has amended its charter so as to provide that its term of existence shall be perpetual.

An average of three carloads of prunes a day are distributed in the jobbing interests of New York city.

Stockholders of the Glucose Sug Refining Company, a subsidiary of t Corn Products Manufacturing Co pany, have decided to drop the wo "glucose" from the company's title. compliance with the pure food la the name of the company will have appear on all the labels of its brand and the objection to the word "gl cose" appears to be founded upon popular impression that all gluco products contain sluphur as a whit ing ingredient. The use of sulph has been discontinued.

U. S. Metal Polish

POLISH.
Qts. .....$3.00 per d
Pts. .....2.00 per d
½ Pts. .....90 per d

PASTE.
1 lb.....$3.00 per d
½ lb..... 1.75 per d
3 oz..... .50 per d
Barkeeper's Friend Powder. gross.....$18.

U. S. METALLIC POLISH PASTE
is put up by a Practical Chemist; also Liquid Form. Free from Acid or Gri Twenty years in the Markets of the Worl For sale by all dealers. Also the Save Alkali Floor Powder, containing no grea

J. T. WILSON,
Pacific Coast Agt., 2871 16th St., S. F.

YOUR EVERY WANT IN
PAPER
Can Be Supplied by
A. Zellerbach & Sons
Temporary Address
421 JACKSON STREET
San Francisco Cal

NEW CROP
RICE
Carloads arriving every day
Buy Direct
W. T. Welisch & Co.,
Rice Factors.
Monadnock Building, San Francisco, Cal.

Attracting Trade.

SELLING DRIED BEEF.

New Jersey Grocer Tells How He Built Up Business.

"I retail 300 pounds of dried beef a week," writes A. W. Johnson of New Brunswick, N. J. to the Grocery World.

"On Saturdays our sales average 100 pounds; on other days 35 to 50 pounds.

"I don't believe there is another retail grocer in this town of 23,000 inhabitants who sells 20 pounds a week.

"There's a reason for our heavy sales.

"We handle the finest quality. We trim all the outside dirt and discoloration off every piece before we slice it. We put a whole 7 or 8-pound knuckle in our slicing machine and cut 40 slices to the inch, each slice as broad as the full size of the knuckle, thin as paper, smooth as a mirror, fresh, moist and soft and most delicious eating.

"We get 32 cents a pound for all this beef and sell exclusively for cash. We deliver very little of it, except that which goes out in our regular daily orders.

"On a Saturday more than 300 people call at our store for dried beef and many of them include one or two other articles in their purchase."

TEA AND COFFEE.

Trade That Dealers Often Lose Through Carelessness.

The tea and coffee department is a branch of the business of the grocer and general merchant that is very often neglected and yet which, if properly tended to, should be one of his best money makers. As a result, the business has largely fallen into the hands of the peddlers, or tea and coffee stores, and the business has been almost ruined by an excessive admixture of fans, calendars and premiums of all kinds.

Mr. Grocer, keep good teas and coffees, properly display them, call your customers' attention to them, and you may do much to remedy this state of affairs.

Every one thinks they know how to prepare tea and coffee for the table. As a mater of fact, not one person in one hundred knows how to do this properly. It would pay you to personally educate them in this respect. —Exchange.

Mr. Schocken of Goldberg, Bowen & Co., reports that the cigar department has been very busy supplying the demand for the leading brands carried by them, and that they have been successful in securing a large supply of their best selling imported brands.

COLLECTION DAY.

At a recent meeting of the Wholesale Grocers' Exchange the question of establishing a collection day was thoroughly discussed.

It was the unanimous opinion, however, that the sending of collectors twice a month was a matter of inconvenience to the Wholesale Grocers and therefore it was decided to leave the present system in force until further notice.

This is contrary to the action of the Merchants' Association—that organization having decided on the first day of the month as the proper date for collection outstanding accounts.

EGG-O-SEE COMPANY MOVES.

The Egg-O-See Cereal Company, of Quincy, Ill., announces that after January 1st, 1907, their executive offices will be located in Chicago, where they will occupy the eighth floor of the American Trust and Savings Bank Building.

The main manufacturing plants will remain at Quincy, Ill., and Niagara Falls, N. Y. The plant at Quincy will be enlarged in the near future with an addition to cost in the neighborhood of $35,000.,,

Mr Hirsch, of Donohue & Hirsch, the well-known Sacramento house, which handles the Diaz cigars in the capital city, is in town this week on business.

Frankel, Gerdts & Co. are working full handed, having nearly one hundred men employed at present in their factory at 213 Clayton street.

Mothers! Mothers!! Mothers!!!

Mrs. Winslow's Soothing Syrup

has been used for over [illegible] by MILLIONS of MOTHERS for their CHILDREN while TEETHING, with PERFECT SUCCESS. It SOOTHES the CHILD, SOFTENS the GUMS, ALLAYS all PAIN; CURES WIND COLIC, and is the best remedy for DIARRHŒA. Sold by Druggists in every part of the world. Be sure and ask for "Mrs. Winslow's Soothing Syrup," and take no other kind. Twenty-[illegible]

LASH'S

Kidney and Liver

BITTERS

CURES DYSPEPSIA

1231 Mission St., S. F., Cal.

PAINLESS DENTISTRY



If your nerves are sensitive and your teeth need attention, you should surely come to us for your dental work.

Our methods are absolutely painless, and the most nervous person never has any cause for dissatisfaction here.

We employ no operators—every man a skilled and experienced dentist, with a superior knowledge of every particular part of dentistry, and you may depend upon it that your work will be done as well as it is possible to do it, and you will not suffer a bit of pain.

[illegible]

Open evenings till [illegible]

Van Vroom

1501 Fillmore, cor. O'Farrell

San Francisco, California

Too Hot at Sixth and Market



JAMES GEDDES & CO.

Pacific Coast Agents for

THE STANDARD SCALES,

Trucks, Coffee Mills, Etc.

Write for Catalogue No. 81.

431-433 LARKIN ST.

San Francisco, Cal

LAWS WON AND LAWS WANTED

Legislation to be Asked in 1907.

The following laws were secured by the efforts of the **California Retail Grocers and Merchants' Ass'n** assisted by merchants throughout the State:

Permitting the Attachment of the Wages of Public officials.

Making a Wife's Separate Property Responsible for Family Bills for the Necessaries of Life. Property owned before marriage or received by will, exempt.

Making a Guarantee of Purity a Sufficient Defense for a Dealer Charged With Violating the Pure Food Law.

VETOED BY GOVERNOR PARDEE.

We also secured the passage of the following laws through both houses of the legislature

Making an Account Date from the Time of the Last Item and making a Payment Renew an Account. Vetoed by Governor Pardee.

Allowing Merchants to Form a Mutual Fire Insurance Company. Vetoed by Governor Pardee.

Declaring Trading Stamps Illegal—Declared Unconstitutional by the Supreme Court.

HOW THEY WERE SECURED

These laws were secured by the co-operation of the merchants all over California. It required nearly $2,000 to meet the expenses of each legislative campaign.

1st—The laws had to be framed by competent attorneys.

2nd—The trade had to be informed of what we had in hand.

3rd—Committees had to be sent to Sacramento at frequent intervals. Circulars had to be sent out. Letters had to be written and telegrams and long distance phones paid for.

At the session of 1903, lawyers had to present briefs to the Governor explaining the constitutionality of one of our measures.

At the session of 1905, our "Anti-Trading Stamp Law" was argued by our lawyers before the committees and then had to be caried to the Supreme Court at an expense of about $1,500.

No individual merchant could afford to assume such expenses.

By pooling their issues, the expense was easily met.

Our Association helps secure this pooling of expenses.

COMBINED INFLUENCE ABSOLUTELY ESSENTIAL.

The results already achieved could not have been secured with an expenditure of $100,000, without the active, earnest effort of the merchants themselves.

It is not enough for a law to be necesasry. It is not enough that merchants want it. **They must ask for it.**

It is not enough for the merchants of one district to ask for a law. The demand must come from all parts of the State.

The merchants of San Francisco, and Oakland united in asking for certain legislation at numerous sessions of the legislature. They were given practically no consideration until they were able to present a general demand through the California Retail Grocers' and Merchants' Association.

Even then, it required the presence at Sacramento frequently of a personal representative of the grocers. Again and again, merchants had to be requested to write to and telegraph assemblymen and senators. The most powerful agent to help secure results was a letter to a member of the legislature from a merchant in his own district. It was these letters that secured our victories.

OUTLINE FOR THE COMING SESSION

We propose to follow the same plan at the session of the Legislature which convenes at Sacramento on January 2, 1907. The laws we expect to introduce cover the following points:

Laws We Will Ask For.

1st. Extension of the Statute of Limitations from two to four years; also that date of the last transaction shall be the date from which statute begins to operate.

This law would save the mechants of California thousands of dollars annually since now, each item on an account outlaws separately, two years after it was incurred and a payment does not renew the account.

2d. A Pure Food law similar to the National Pure Food law, also requiring the manufacturers' name to be attached to the package.

Unless this law is passed, much of the value of the National Pure Food Law will be lost to the retailers since they will still find themselves compelled to handle cheap, imitation goods of local make, in which there is little profit in order to meet competition.

3d. Honest wights and measures—net weight or measure to govern.

This saves the honest merchant from the unfair competition of dishonest competitors.

4th. Dishonest advertising, such as offering goods not as represented.

This would "draw the teeth" of most of the advertising of department and cheap-John cut-throat cash stores.

5th. The Equitable Process Laws, or the Kentucky Collection law, and we recommend that the secretary write for copies of each.

While not affecting honest men or men who had no means, this law would compel payment from the dishonest man who was able to pay his bills but refused.

6th. Mutual fire insurance law, allowing merchants to form companies for insuring members against loss by fire.

This would give merchants insurance that would insure. It would save them the necessity of having to pay the losses incurred by the burning of extra hazardous risks and would save them from 25 to 60% of the present cost of their insurance.

7th. A law to prevent the depositing of a few dollars in order to overdraw the account, thus taking advantage of the merchants who may cash the checks.

The present law enables sharpers to fleece merchants, obtaining money under false pretenses and yet being without danger of punishment.

Every merchant who would be helped by these laws and is willing to lend his influence and assist in meeting the exepnse of securing them should write to

FRANK B. CONNOLLY, Secretary. 1711 Webster Street San Francisco, Cal.

COAST NEWS.

CALIFORNIA.

Berkeley—Van Meter & Morris have purchased the Best Grocery Store, formerly conducted by Langenour & Porter, at the corner of Telegraph and Bancroft Sts.

Graton—Mr. C. J. Seibel has opened a modern grocery store.

Los Angeles—W. Claper has purchased the grocery business formerly owned by Ogden Bros. at 3324 South Main St.

Los Angeles—Nelson Bowen has purchased the grocery store of Robert De Band at 624 San Julian St.

Los Angeles—Henry Cohen has sold his grocery store to J. P. Gates at 3609 San Julian St.

Los Angeles—The Huges Bros. have purchased Kemp & Joseph grocery store at 3529 South Park Av.

North Cucamonga—The William Lucas Co have purchased the grocery business formerly operated by I. T. Jamison.

Modesto—An unsuccessful attempt was made last Thursday night to burglarize the grocery firm of Rice & Clary. So far as known nothing was stolen.

Mill Valley—F. L. Borgwardt has opened a grocery store.

Oakland—The Campbell Company has been incorporated to conduct a retail grocery business. The capital stock is $500,000. The directors are: H. King, J. H. King and T. S. Tanner.

Stockton—Al. Baker, a former baker, has opened an up-to-date grocery store.

Suisun—The grocery firm of J. Stein & Co. have incorporated with a capital stock of $100,000. The directors are: J. Stein, Ben Fleischer, A. C. Harie, H. J. Din and R. Pazzaglia.

Thermal—The National Lumber Co. has purchased the grocery store formerly owned by J. A. Gordon.

Watsonville—Mr. F. E. Briggs has purchased the grocery business of W. J. Lieser.

Watts Station—Comstock & Bedford have transferred their business to the office of the Los Angeles Board of Trade.

San Francisco—L. C. Schultz, a well known grocery clerk, whose home was at 444 Bartlett St., dropped dead Dec. 20th in the rear of a saloon.

Suisun—The Rochdale Store Company has opened a grocery store under the management of J. F. Kynock.

Vacaville—The Vacaville Mercantile Co. has added another delivery wagon for their ever increasing trade.

Oakland—While M. Gallagher, a local grocer, and his son were driving last evening, their horse plunged into an open ditch. Gallagher narrowly escaped injury. His son suffered slight injury. The horse and buggy were badly damaged.

Los Angeles, Cal.—The retail grocers will adopt (as stated before in this paper) the trading stamp system, but it will be completely divorced from any outside agencies or graft, and will be a popular style of discounts instead. The new rule will start on the first of January.

OREGON.

Cottage Grove—W. C. Johnson has succeeded S. B. Morse, general store.

Drew—J. H. Short has bought H. Velzian's general store.

Hood River—J. E. Hanna has opened the Star Grocery.

Independence—Arthur Moore has started a general store.

Lexington—Leach Bros. are closing out their general store.

Lebanon—A. M. Reeves and Mr. Wennersten have purchased the J. J. Schwarz grocery stock.

Medford—The grocery firm of Crystal & Morey has been dissolved, Mr. [illegible] purchased the interest of W. H. Harrison in the Gordon & Harrison grocery.

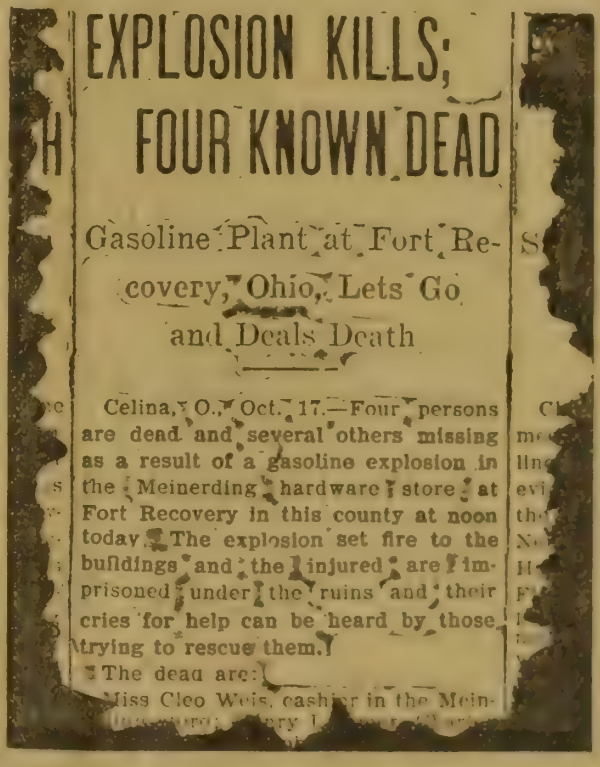
Portland [illegible] has started in business at 501 Third St.

Portland [illegible] has moved from the old stand at 515 Union avenue North to the room one door north.

Mr. A. Strauss, representing Kahn Brothers of Greenwich street, New York, is in the city in the interests of his firm.

The United Cigar Stores Co. is preparing to open another branch store at the corner of Fillmore and Sutter Sts.

A Bowser Would Have Saved Four Lives



EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today. The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Mein-

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our Catalog BB fully explains our gasolene outfits.

Send for it today. A request to P. O. Box 386, San Francisco, California; will receive prompt attention.

S. F. BOWSER & CO., Inc.

Fort Wayne, Indiana.

Wholesale Grocers

OF SAN FRANCISCO.

THIS SPACE
Can Be Secured
FOR
$20 Per Month

This Space
CAN BE
Employed
FOR
$10 Per Month.

THIS SPACE
FOR SALE
$10 PER MONTH.

THIS SPACE
COSTS
$5 Per Month

Back to the Old Stand
HAAS BROS.
WHOLESALE GROCERS
Importers and Commission Merchants
100 California St.
(Corner Davis)
San Francisco California

THIS SPACE
FOR
SALE.

A FULL LINE
of
GROCERIES
and
Dairy Produce
Butter, Cheese and Eggs,
Can Be Secured From
MORRIS BROS. & CO.
215-217 DRUMM ST.

GROCERY MARKETS.

Review of Conditions as Reported by Experts in Various Centers.

SUGAR.

New York, N. Y. Dec. 27.—There has been a decline of ¼c during the week on raw sugar which is quiet at 3 9-16 to 3 19-32 for 96 deg. centrifugals.

New York, Dec. 20.—Willett & Gray report:

"Prices on both raws and refined have remained unchanged during the week. The week's summary of statistics shows a decrease of 69,520 tons in the stocks held in the U. S. and Cuba over the stocks held last year at the present time. There has been a free sale of new Crop Cuba centrifugals for future delivery on a declining scale. The market closed with the lowest prices of the campaign thus far, being 35c for January shipment. It is quite likely that a little lower level may be reached for early delivery before the turn comes on account of the necessities of planters for further immediate cash receipts from some portion of their crop."

New York, Dec. 18.—M. G. Wanzor & Co., report:

"When sugar gets to coming here in big lots a month from now imported shipments will be included, and concessions will have to be made to transfer them. Values will thus be weakened. We do not believe big quantities of Cuban sugar will be sold in January and February at prices that allow the Cubans no range of profits as has been the case in other ordinary years. We will have to take all the Cuban product, and that of San Domingo and Porto Rico, etc. and this will have to make up the deficiency caused by the loss of one million tons of Louisiana Sugar."

MOLASSES.

New York, Dec 18.—The American Molasses Co. reports:

"The market at New Orleans continues firm and at an advanced price. The crop report shows that there has been a 55 per cent decrease in molasses receipts this year as compared with the same time last year. The quality of molasses is running poorer in color as well as in flavor. This is probably the shortest crop on record. An advance of 2c a gallon has taken place on foreign molasses, especially the better qualities. Black Strap is firm and the lower grades of molasses are not very plentiful."

New Orleans, La., Dec. 16th.—R. H. Chaffee reports:

"There have been advances all along the line. Receipts are only half of what they shouud be at this season. It is now absolutely certain that the crop is shorter than ever before, and the so called abnormally high prices are bound to rule on the balance of the season."

TEA.

Our local market continues very firm.—spot supplies being limited. We are told that Ceylon's are due for an advance.

New York, Dec. 18. J. R. Brown & Co. report:

Japans—Are especially strong and teas grading 20c and under are becoming scarce and are from 2 to 3c lb. higher than rates ruling three months ago; unless there is a large arrival of third crop there will be a decided shortage of teas from 16½c down.

Home Market—Prices continue firm to advancing for Japans, Pinsueys, Indias and Ceylons and a firm market for all other grades.

COFFEE.

Largely the matter of relief on account of the [illegible] and prices are to be fixed at [illegible]

New York, Dec. 20.—Willett & Gray report:

"The most important information from Brazil is the presence of [illegible] receipts. Coffee has been shipped from the interior with a remarkable rapidity and attended everywhere. The stock at the railroad stations have been reduced and a steady flow of receipts at new centers. Further progress has been made in an agreement between the Brazilian Government and the coffee States for improvement of the coffee situation. Rio and Santos have declared the [illegible] effective Jan. 1st and has been accepted and the money is available for Government operations. The world's production during the past three seasons

Golden Gate Leaf Lard.
Eastern Star Hams and Bacon.
Sound, Wholesome Food Products





Prepared under strictly hygienic conditions
and
United States Government Inspection.

Western Meat Co.

Mail Address:
South San Francisco
San Mateo County

has averaged 16,000,000 bags of coffee. The world's consumption for the same time averaged 17,000,000 bags. We are now approaching a small Brazil crop that may be less than 9,000,000 bags."

New York, Dec. 15—Henry Norlinger & Co. reports:

"The receipts from Rio and Santos during the past month have broken all previous records. The Government of Sao Paulo purchased one and one-half million bags. These purchases did not suffice to stem the effect of the heavy receipts from shipping ports, and our market suffered a severe decline during the early part of this month. On the basis of these receipts for our calculations as to the size of the present Rio and Santos crop an increase in the visible supply of coffee approximating three million bags may be expected by July 1st of next season. We note that certain Santos exporters made cost and freight offerings shortly after December 1st at prices that would clearly indicate that no extra export tax is to be paid on these offerings. We must conclude that if one exporter can escape this tax others will be in like position. Reliable correspondents in Brazil give good reasons for the statement that the present crop is the largest crop that will be grown for a number of years to come, and that next year's crop will be far less than enough to satisfy the demands of consumption. This will have its effect on values long before the supply of this year's product is absorbed."

RICE.

To judge from the attitude of local jobbers and the statements of brokers, the market has firmed to a marked degree since our last report. Particularly does this appear to be the case with the better classes of goods. While one authority tells us that they think sixty days will see few changes, still other sources of information lead us to the conclusion that now is a good time to buy.

M. J. Brandenstein & Co. report:

"The market continues firm on all grades and we see no reason to predict any declines. Supplies here are quite sufficient to supply the demand."

M. Phillips & Co. report:

"The market on all grades of rice is firm. White, clean Japan grades, free of stack, are scarce as well as white, extra fancy Honduras. The supply of these grades is very limited. There is a good stock of medium grades of both Honduras and Japan varieties. Several mills look for an advance after the turn of the year; we, however, take a different view of the situation as we think that ruling prices will prevail for the next sixty days with a firm market.

"China rice is very firm as spot stocks are light and shipments are quite a distance apart owing to the fact that the Pacific Coast liners, the "Mongolia" and "Manchuria," have been laid off for some time."

New York, Dec. 18th—Dan Talmage's Sons' Co. report:

"Market for the week has been fairly active, demand being for all sorts, with larger enquiry for prime to fancy styles of Honduras. Japans have come in as a good second and the variety of offerings in such has been very attractive as to price and quality. Buyers are giving more attention, and "good things" (quality and price considered) are quickly taken.

"Advices from the South note quiet conditions on the Atlantic Coast. In view of closing settlements for the year, prices have eased a trifle. At New Orleans, market is comparatively quiet, offerings light and full figures obtained for sightly goods. In the Interior—Southwest Louisiana and Texas—an active demand is reported, some sizable shipments being made to the Pacific Coast.

"Cables and correspondence from abroad note continuance of strong features."

DRIED FRUIT.

The holidays have caused a cessation of transactions in this line. After the turn of the year the market will unquestionably resume its upward climb.

EVAPORATED APPLIES.

New York, Dec. 18—Delmarle Bros. report:

"Prices of evaporated apples have been rather quiet during the last few days, but goods are held with confidence. Prices in the interior are even firmer than our market."

CURRANTS.

New York, Dec. 18th—The Greek Currant Co. reports:

CUDAHY

Packing Co.

Are Delivering Promptly

REX

AND

DIAMOND C

Hams, Bacon AND Lard

A FULL LINE OF EVERYTHING

45 Clay Street San Francisco.

1020 K STREET, SACRAMENTO

"The foreign market is reported by cable today as firm and higher. Mail advices indicate that supplies have been in such small quantities as to make holders absolutely firm."

PEANUTS.

Petersburg, Va., Dec. 14—Martin & Sons report:

"The crop was generally thought to be about 62½ per cent of last year's production prior to threshing. We now estimate the total production to be about 45 to 47 per cent of that of last year. Prices have ruled higher than usual at this season."

PECANS.

San Antonio, Tex., Dec. 13—The Wiley Mercantile Co. reports:

"The pecan crop amounted to about 1,250,000 pounds. This is the shortest crop we have seen in our ten years' experience, and prices have been higher than ever before."

BEANS.

Sacramento, Cal., Dec. 11th—Woodward, Curtis & Co. report:

"There are less beans in the warehouses on the Pacific Coast than usual at this time of the year. We feel that minimum prices are past and an increase in values is likely to occur at any time."

Adolf Koshland reports, under date of Dec. 12th:

"The stock on hand in San Francisco on the 1st of December was the same as it was last year at this time, but the stock in the country is not so heavy as it was last year, and if the arrivals are any indication of the size of the crop, judging by proportion of previous years, I should say that this year's crop of beans on the river equals about 75 per cent. of last year's and that the crop in the South is as large as last year's."

CANNED ASPARAGUS.

The trade is commencing to become interested in the approaching pack of asparagus, and we have made some inquiries which gave us the material for the following remarks:

Primarily, we can assure you that the price of the 1907 pack will be materially higher than last season. There are a number of factors whose combination bring this about.

First: the decreased production, resulting from the floods of last summer which inundated 2,500 acres of the 7,000 devoted to the culture of this vegetable. Second: the increased cost of cans, cases and other materials used in packing. Third: increased cost of labor all along the line. Fourth: the very high price of the raw vegetable. Fifth: bare markets.

With such conditions ruling, what can you expect? We think that the new prices will be higher than for years. There can be no new developments which might change this prediction.

CANNED TOMATOES.

Baltimore, Md., Dec. 15—Thos. J. Meehan & Co. report:

"The outlook for 1907 is encouraging to the holders who anticipate a higher range of prices after the new year gets fairly started."

Bridgeville, Del., Dec. 15—H P. Cannon reports:

"Tomatoes are advancing slowly. They must advance further as there are only a few now in first hands and nine months' wants are yet to be filled."

Aberdeen, Md., Dec. 13—Strasbaugh, Silver & Co. report:

"Strictly standard tomatoes are very scarce, owing to active demands for that quality. Price for hand-packed, full-standard tomatoes for buyers' label is close to $1. Off grade tomatoes continue to be offered at 90c to 92½c. The best qualities will continue to be scarcer and firmer from now on. A price of 85c for future standard 3's will show no more profit to the packer than 75c. for 1906, because cans will cost from 20c to 40c per hundred, more, solder will be higher, cases will cost more, and tomatoes will reach 12,000,000 cases."

Baltimore, Md., Dec. 12—The Weil-Hess Co. report:

"A strong demand for all grades of tomatoes during the past week has caused a further advance in price. Unquestionably, prices are to be very much higher after the first part of the coming year."

CANNED CORN.

Aberdeen, Md., Dec. 13—Strasbaugh, Silver & Co. report:

"The difficulty experienced by buyers in securing low-priced grades of corn indicates the probability of a higher basis of prices. Holders are firmer and in hopes that prices will rise soon."

$1,000.00

Guarantee of Purity protects

Alpine

THE QUALITY

Cream

THE BEST and it is therefore the CHEAPEST.

FLAVOR.—It is Free from the Cooked Taste that is found in other Evaporated Creams.

QUALITY.—Its richness in butter fat is proven by its GOLDEN GLOW.

PURITY.—The Retailer is protected in handling ALPINE CREAM by our $1,000 Guarantee.

THE PRODUCT OF EXPERIENCE

The Originator of Evaporated Creams—Mr. J. B. Meyenberg—whose life work, for nearly 25 years past, has been perfecting Evaporated Creams, gives his personal supervision to the production of

ALPINE CREAM

THE BEST IS THE CHEAPEST.

WIELAND BROS.

SANSOME AND LOMBARD STREETS SAN FRANCISCO

Importers and Commission Merchants

SPECIALTIES—Imported and domestic Swiss Cheese, Limburger, Brick Cheese, Edam, Roquefort, etc.; Mackerel, Codfish, Holland Herrings, Olive Oil, Spanish and California Olives, all kinds of Sausages and other delicacies.

SOLE AGENTS for Sierra Cheese, German Breakfast Cheese, Brie, Camenbert, Schloss, Kronen and Neufchatel Cheese.

P. C. ROSSI, President. A. SBARBORO, Secretary

ITALIAN SWISS COLONY

FINE WINES AND BRANDIES

Phone: Private Exchange 448

1235-1267 Battery St. San Francisco, Cal.

CANNED PEAS.

Baltimore, Md., Dec. 21—The "Trade" says:

"Since our last report peas have taken another advance and every week seems to find them higher. Packers quote Early June standards at $1.05 to $1.10; sifted $1.15 to $1.25; seconds $1.00; standard marrows are quoted at $1.00; extra sifted $1.50 to $1.60, and petit pois $1.75 to $2.00."

"Our New York correspondent states that jobbers are picking up everything available while prices are favorable. Futures are firm. One Wisconsin packer is credited with having sold over 260,000 cases of the 1907 pack on the basis of 80c. for marrows up to $1.50 for petit pois."

CANNED SALMON.

Tacoma, Dec. 24—Sockeyes in flat and half pounds are exceedingly scarce in the East and firm at $1.60 and $1.45, respectively. All Cohoe talls have been sold at 90 cents, but a few choice halves are left, which have been bringing 75 cents, and are now being held at 80 cents. The situation is exceedingly strong. Medium red flats are now held at $1, although no price can be set as yet on the 1907 pack. It is certain that it will be higher than last year on account of the increase in the cost of boxes and labor.

CANNED SHRIMPS.

We are reliably informed that the suppply of one-pound shrimp is very limited, both here and in the South, and that the supplies here will be depleted some time prior to the spring pack in April, 1907.

Spot supplies are very low and a couple of cars are all there are on route to all the jobbers in this territory, including Sacramento, Stockton, and San Jose. We think further remarks are unnecessary.

AMERICAN SARDINES.

New York, Dec. 18—Jed Frye & Co. report:

"The demand for American sardines has been much more active than at any previous corresponding period of the year. Those buyers who have given sufficient time to study the sardine situation, realize that the present is a good opportunity to anticipate their wants, because of the advance which will positively take place on the first of the year. The stocks in packers' hands have been greatly reduced, and this, together with the immense shortage in pack, will mean a very short stock to last during the spring months."

CANNED OYSTERS.

Baltimore, Md., Dec. 15—Thos. J. Meehan & Co. reports:

"The absence of hard, freezing weather along the Chesapeake Bay up to this time, while not adding any to the receipts of the raw stock of Cove oysters has not aggravated the situation, and the packers are thereby enabled to continue their operations on a small scale."

FISH.

New York, N. Y., Dec. 14—Strohmeyer & Arpe Co. report:

Holland Herrings are decidedly firmer. The catch is nearly finished and the fleet has lately returned with very small or no catches. Consequently, there is a likelihood of prices for Holland Herrings going higher.

Scotch Herrings.—Large falls are now being held slightly above last week's quotations.

Norway Mackerel continues very firm and rather scarce.

Irish Mackerel—The catch in Ireland is so far a total failure. Prices asked for the few fish caught this season are simply exorbitant.

Imported Oil Sardines.—Very firm and very scarce. In Portugal they have just started to catch a few fish, but prices are very high and we have just had cables from our Portuguese packers advancing prices for the Marie Elizabeth Brand.

Olive Oil in all productive countries is higher and prices have been advanced all around.

Sprats scarce and stocks almost exhausted. New catch ought to start now very shortly. Prices will be higher than last season, owing to the advance of raw materials.

COD FISH.

Gloucester, Mass., Dec. 15—The Gorton-Pew Fisheries Co. report:

"Our market continues very firm for all grades of codfish. Large Georges and shore are limited in supply and selling at about what prices the holders ask."

Get the Cream of the Business

SELL

CARNATION

CREAM

And be

"The Modern Milkman"

PRICES UNCHANGED

Pacific Coast Condensed Milk Co.
Seattle, Wash.

JOHN H. SPOHN CO.,
Agents, San Francisco, Cal.



An Auto? No!

Peanut and Popcorn Seller. Catalog show'em $8.50 to $350.00. On easy terms.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BABBITT'S BRANDS.

ALWAYS UNIFORM!
ALWAYS RELIABLE!
ALWAYS THE BEST!

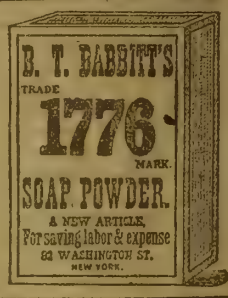


B. T. Babbitt's
Concentrated Lye,

The ready soap maker—a powerful disinfectant—an excellent fertilizer, for dipping prunes, spraying trees, etc.

— Manufactured by —

B. T. BABBITT, (Inc.) NEW YORK CITY.



The C. B. JENNINGS CO., Agents, 958 Franklin Street, Oakland, Cal.

SALAD OIL.

Local supplies are lower than in months and are mainly in control of one seller. We are informed that additional supplies will not be available until some time during February. The market is obviously firm as a result and will go higher before the February arirvals.

New York, Dec. 13—Aspergren & Co. report:

"The scarcity of actual and prompt oil has effected December delivery, which on December 11th reached 40c. This is the top figure for this season for that delivery. Early prime, crude is exceedingly scarce and is bringing an unusual premium for low grades of oil."

BUCKWHEAT FLOUR.

Penn Yan, N. Y., Dec. 14th—The Birkett Mills report:

"We believe the price on Buckwheat Flour will be maintained during the season, and would not be surprised to see an advance later on."

HAY.

Somers & Co. report, under date of Dec. 25th:

"Our most important hay districts are still suffering from car scarcity, with the result that we are receiving barely sufficient to keep the demand supplied. The recent stormy weather brings greater assurance of another crop, with the consequence that some lots of hay that were being held back are now offered for sale, although at well maintained prices. The demand continues to be for the choicer grades of hay, with the medium and poorer still give $23.00 as an exceptional figure which is obtained only when an extremely fancy car is shipped here from Livermore."

Choice wheat hay...	$19.00 to 22.00
Good wheat hay ..	15.00 to 18.00
Other grades same..	10.00 to 14.00
Wheat and Oat.....	10.00 to 17.50
Tame Oat.....	10.00 to 16.00
Wild Oat	8.00 to 13.00
Stock hay	7.00 to 9.00
Alfalaf	8.00 to 12.50
Straw, per bale....	.35 to .70

DIVIDEND NOTICES.

Dividend Notice.—The Renters' Loan and Trust Company of San Francisco, Commercial and Savings Bank safe deposit vaults 115 Hayes St., bet. Van Ness Ave. and Polk St.—For the half year ending December 15th a dividend has been declared at the rate of four per cent (4 per cent) per annum on savings deposits, free of taxes, payable on and after Monday, Dec. 17, 1906. Dividends not called for are added to and bear the same rate of interest as the principal from Dec. 15, 1906.

Also two per cent (2 per cent) per annum paid on commercial deposits, subject to check, credited monthly.

Dated San Francisco, Dec. 4, 1906.

C. S. Scott, Cashier.

Dividend Notice, San Francisco Savings Union, N. W. cor. California and Montgomery Sts.—For the half year ending December 31, 1906, a dividend has been declared at the rates per annum of three and eight-tenths (3 8-10) per cent on term deposits and three and forty-two one hundredths (3 42-100) per cent on ordinary deposits, free from taxes, payable on and after Wednesday, January 2, 1907. Depositors are entitled to draw their dividends at any time during the succeeding half year. Dividends not drawn will be added to the deposit account, become a part thereof and earn dividend from January 1st.

Lovell White, Cashier.

Dividend Notice [illegible] 12 Montgomery St., corner Sutter St.

[illegible] a dividend has been declared at the rate of [illegible] per cent per annum on and after Wednesday, January 2, 1907. Dividends not called for will bear the same rate of interest as the principal from January 1, 1907.

Henry Brunner, Cashier.

Dividend Notice. The Continental Building and Loan Association corner of Market and Church Sts., San Francisco, has declared for the six months ending Dec. 31, 1906, a dividend of 5 per cent per annum on ordinary deposits and 6 per cent per annum on term deposits; interest on deposits payable on and after January 2, 1907.

Interest on ordinary deposits not called for will be added to the principal and thereafter bear interest at the same rate.

Washington Dodge, President.
Wm. Corbin, Secretary.

Dividend Notice. California Safe Deposit and Trust Co., cor. California and Montgomery Sts.—For the six months ending December 31, 1906, dividends have been declared on the deposits in the savings department of this company as follows: On term deposits at the rate of 3 6-10 per cent per annum, and on ordinary deposits at the rate of 3½ per cent per annum, free of taxes and payable on and after January 2, 1907. The same rate of interest will be paid by our branch offices, located at 1251 Devisadero St., 957 Valencia St., and 1740 Fillmore st.

J. Dalzell Brown, Manager.

Dividend Notice.—French Savings Bank of San Francisco, Union Trust Co. Building, corner Market and Montgomery Sts., third floor. For the half year ending December 31, 1906, a dividend has been declared at the rate of three and one-quarter (3 1-4) per cent per annum on all deposits free of taxes payable on and after Wednesday, January 2, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from January 1, 1907.

John Ginty, Assistant Secretary.

Only Absolutely Self Cleansing

MILL IN THE WORLD.

NO SPECIAL WIRING REQUIRED

SCREW PLUG IN LIGHT SOCKET



Royal Electric Mills

Equipped with Cutters

Harder than any Grinders on the Market To-day.
Write for Descriptive Circular, Prices and Terms.

BECK HARDWARE CO.

Atlas Building, 604 Mission St., San Francisco, Cal.

Our Coffee Mills. . . . . (CUT the Coffee NOT Grind it. . .

AMUSEMENTS.

CENTRAL.

The Lambardi Grand Italian Opera Company occupies the stage of this theatre at present and has proven to be equal in many details to the $7.00 per seat variety formerly offered at the old Grand Opera House. No lover of good operatic work can afford to pass the present opportunity.

COLONIAL.

In their presentation of "The Christian" at the "Colonial" this week, Miss Jewel and Mr. Roger make a striking success of the roles accorded them. Frank Bacon takes a minor character. The stage settings rise superior to any previous efforts at this popular playhouse. The play is well worth going to see.

NOVELTY.

The always welcome Swedish-American comedy drama, "Yon Yonson," holds the attention of packed houses this week at the "Novelty." It is an excellent show. Next week James O'Neill, the eminent actor, appears in an elaborate revival of "Monte Cristo." Mr. O'Neill played at the old Baldwin ten years ago and will receive an ovation from the admirers and friends gained at that time.

DAVIS.

Kolb and Dill, with their "Bankers and Brokers," are holding the boards at this house, and are playing to full capacity. It is well described as "A tuneful travesty on frenzied finance." There are a number of new faces and other features in the chorus.

CHUTES.

Our readers so well know the excellence of the offerings of this emporium of pleasure that we can but give you a gentle reminder of the fact that it is time to go again. The Orpheum has its "Road Show" on and this is an all-inclusive statement covering a performance of unbounded excellence.

IDORA PARK.

(Oakland)

Over at this poular resort the old Tivoli company is presenting the "Toymaker" and a very gorgeous transformation scene. Ferris Hartman has the title role and some one hundred people are in the cast. It is well staged and the trip across the bay should dissuade no one from going—you will be glad you went.

An employer doesn't have to be arrogant and mean in his treatment of his clerks to maintain discipline among them. On the other hand, his arrogance and meanness are most likely to provoke a state of rebellion amongst employes, and when rebellious they cannot be expected to conduct themselves properly.

Home Mutual Deposit-Loan Co., St. Mungo Bldg., 1300 Golden Gate Ave.—Dividend of five (5) per cent per annum declared for six months ending December 31, 1906.

Geo. M. Mitchell, Preisdent.
E. B. Clark, Secretary

Dividend Notice, the German Savings and Loan Society, 526 California St.—For the half year ending December 31, 1906, a dividend has been declared at the rate of three and six-tenths (3 6-10) per cent per annum on all deposits, free of taxes, payable on and after Wednesday, January 2, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from January 1, 1907.

George Tourny, Secretary.

Dividend Notice.
Savings and Loan Society.
101 Montgomery Street, cor. Sutter.
Has declared a dividend for the term ending December 31, 1906, at the rate of three and one-half (3½) per cent per annum on all deposits, free of taxes, and payable on and after January 2, 1907. Dividends not called for are added to and bear the same rate of interest as principal.

Edwin Bonnell, Cashier.

Dividend Notice, Mechanics Savings Bank, 143 Montgomery St., cor. Bush—For the half year ending December 31, 1906, a dividend has been declared on all savings deposits, free of taxes, at the rate of three and one-half (3½) per cent per annum, payable on and after January 2, 1907. Dividends not called for are added to and bear the same rate of interest as principal from January 1, 1907. Interest paid from date of deposit.

John U. Calkins, Cashier.

Dividend Notice.—Metropolis Trust and Savings Bank, 1237 Van Ness Ave. For the half year ending December 31, 1906, a dividend has been declared at the rate of 3.65 per cent per annum on savings deposits, payable on and after January 2, 1907. Interest on deposits not drawn will be added to and bear the same rate of interest as the principal from January 1, 1907.

F. R. Cook, Cashier

Dividend Notice—Mutual Savings Bank of Francisco, 706 Market St., opp. 3d—For the half-year ending December 31, 1906, a dividend has been declared at the rate of three and one-half (3½) per cent per annum on alll deposits, free of taxes, payable on and after Wednesday, January 2, 1907. Dividends not called for are added to and bear the same rate of interest as the principal from January 1, 1907.

George A. Story, Cashier.

Dividend Notice—Security Savings Bank, 316 Montgomery street; for the half year ending December 31, 1906, dividends upon all deposits at the rate of three and one-half (3½) per cent per annum, free of taxes, will be payable on and after January 2, 1907.

Fred W. Ray, Secretary.

KELLEY-CLARKE CO.

23 Market St., San Francisco

Now have in warehouse in San Francisco—

IVORY SOAP
LENOX SOAP
SCOTCH OATS
QUAKER OATS
QUAKER PUFFED RICE
PROCTOR & GAMBLE CANDLES
K. C. BAKING POWDER
RED ALASKA & SOCKEYE SALMON

Friends Friends

Mutual Extracts
Make Friends
Wherever they are Used.

Sold by all Leading Grocers.

Wholesale Price List.

Each Department of our Price List is Checked up and Corrected Every Wednesday by Firms of Recognized Standing.

The prices quoted herein, are the "long" prices since we must quote the prices asked of dealersof average credit who buy in average quantities

	COL.
Abalones	16
Alum (ground)	
Ammonia, Laundry	18
Anchovies	15
Asparagus	8
Axe Handles	39
Axle Grease	32
Bacon	9
Bar Sugar	2
Barrels	43
Barrel Covers	43
Basins	43
Baked Beans	8
Baking Powder	27
Bags (paper)	32
Barley, Pearl	21
Baskets	39
Bath Brick	32
Beans, Canned	8
Beef, Barreled	9
Beef Extracts	28
Benzine	20
Binder Twine	35
Blacking, Shoe	35
Bloaters	14
Bluestone	32
Bluing	18
Borax	18
Bouillon Capsules	28
Bowls	39
Brooms	39
Breakfast Foods	22
Brushes	40
Butter Ladles	43
Candies	24
Candles	32
Canned Fish	15
Canned Fruits	10
Canned Meats	10-11
Canned Soups	31
Canned Vegetables	8
Can Openers	41
Capers	28
Cards, Playing	44
Carpet Sweepers	41
Castle Soap	19
Castor Oil	20
Catsups	36
Catsups (bulk)	37-38
Caviar, Russian	13
Cereal Coffee	28
Cereals	22
Cheese, for, & dom	13
Chewing Gum	25
Cherries, Maraschino	29
Cheroots	45
Cheese Safes	41
Cigarette Papers	46
Chewing Gum	25
Chicory	1
Chimneys	42

	COL.
Chloride of lime	18
Chocolate	28
Chutney	29
Cider	29
Cigarettes	47
Citron	30
Clam & Clam Juice	16
Clam Chowder	16
Clothes Lines	41
Clothes Line Pulleys	41
Clothes Pins	41
Coal Oil	20
Cocoa	28
Cocoanut	29
Codfish	13
Coffees	1
Coffee Extracts	1
Coffee Mills	41
Condensed Milk	29
Condiments	39-40
Corks	41
Cordage	35
Corn (canned)	8
Corn Starch	20
Cottolene	30
Crackers	17
Cranberry Sauce	7
Cream (evaporated)	29
Cream of Tartar	27
Currants	3
Curry Powder	30
Cuttle Bone	33
Demijohn	41
Dishes, Wooden	39
Door Mats	41
Dried Fruits	3
Drops & Lumps	24
Dry Paints	21
Dust Pans	41
Dusters	41
Eels	15
Egg Food	33
Egg Beaters	43
Envelopes	44
Evaporated Cream	29
Extracts, Beef	28
Extracts, Flavoring	26
Farinaceous Goods	21
Fine Cut Tobacco	45
Fish & Cheese	13
Fish (canned)	15
Smoked	15
Fish Potted	15
Flavoring Extracts	26
Flour	21
Fly Paper	33
French Mustard (bulk)	36
Fruits (canned)	9-12
Fruits (dried)	3
Fruit Wax & Strings	35
Fruit Jars	33

	COL.
Faucets	42
Fruit Jar Caps	33
Fruit Jar Rubbers	33
Gasoline	20
Gelatine	30
Ginger, Preserved	30
Glue	33
Gum, Chewing	25
Ham	9
Herring	14
High Grade Smoking To-bacco	47
Honey	5
Hops	30
Horseradish	36
Ink	44
Insect Powder	34
Ironing Boards	42
Jams	6
Jars	33
Jellies	6
Lanterns	43
Lamp Burners	42
Lamp Chimneys	42
Lamp Wicks	43
Lantern Globes	42
Lard	9
Laundry Materials	18
Laundry Starch	20
Lard Oil	20
Lead Pencils	44
Lemon Squeezers	42
Lemon Sugar	30
Lim Juice	30
Linseed Oil	20
Liquid Bluing	18
Lobsters, Canned	16
Lozenges	24
Lubricating Oil	21
Lye	18
Macaroni	23
Mackerel (salt)	13
Mackerel tins	15
Maple Sugar	2
Maple Syrup	2
Marmalade	7
Matches	34
Meals	21
Meats (canned)	10-11
Memo Books	44
Milk (condensed)	22
Mince Meat	7
Mixed Candy	24
Molasses	3
Mops and Handles	42
Mouse Traps	41
Mucilage	44
Mushes	22
Mushrooms	36
Mustard (dry)	36
Mustard (bulk)	36

	COL.
Neatsfoot Oil	20
Nest Eggs	43
Nuts	3
Oil Cans	42
Oil Cans	41
Oils	20
Olives	
Olive Oil	
Olive Oil (imitation)	
Oysters	16
Pails	42
Paints, Dry	21
Paper Bags	32
Paper, shelf	42
Paper, Toilet	34
Paper, Wrapping	34
Paprika	24
Paraffine Candles	32
Pastes	23
Peanut Butter	36
Peas (canned)	8
Peels	36
Pepper (peas)	24
Pencils	44
Pepper	26
Pepper Sauce	36
Pickles	37-38
Pigs Feet	9
Pineapples (canned)	8
Playing Cards	44
Plug Tobacco	46
Plum Pudding	30
Polish, Metal	34
Polish, Shoe	34
Polish Stove	34
Pork and Beans	8
Pork, Barreled	9
Potato Mashers	43
Potted Fish	15
Preserves	8
Provisions	9
Prunes	4
Raisins	5
Relishes	39-40
Rice	23
Rolling Pins	43
Rope	33
Sago	21
Salad Oil	30
Salad Dressing	30
Saleratus	27
Salmon (salt)	44
Salmon (canned)	15
Sal-soda	19
Salt	31
Sardines	16
Salt Fish	13
Salt Meats	9
Saratoga Chips	30
Sauces	36
Sauces (bulk)	39-40
Sauerkraut	36

	COL.
Seeds	35
Steel Pens	44
Sheep Dip	35
Shelf Paper	42
Shell Fish	16
Shoe Dressing	35
Shoe Brushes	40
Shrimps	16
Smoked Fish	15
Smoking Tobacco	45
Snuff	48
Soda and Saleratus	27
Soap	18
Soap, Scouring	19
Soups	31
Spices	26
Spittoons	43
Spoons, Wood	42
Sprats	26
Starch	20
Stationary	44
Stick Candy	24
Stogies	46
Stove Polish	34
Sugar	2
Sugar, Maple	2
Syrup	3
Tacks	42
Tapers, Gas	42
Tapioca	21
Teas	1
Tobacco	45
Tobacco Cutters	43
Tobacco Sauce	36
Toilet Paper	34
Tomatoes	8
Tomato Catsup (bulk)	37-38
Tooth Picks	43
Traps	43
Truffles	31
Tubs	42
Turpentine	20
Twine	35
Twine Holders	37
Twist Tobacco	46
Vegetables (canned)	8
Vermicelli	23
Vinegar	39-40
Washboards	42
Washing Powder	19
Wax	35
Wax Strings	35
Whips	43
White Lead	21
Whiting	33
Wicking	43
Willow Ware, etc	39
Window Screen	43
Wringers	43
Writing Paper	44
Wooden Ware, etc	39
Yeast Cakes	31

Department 1

COFFEE, CHICORY, ETC.

Green Coffee.

Mocha, Gen. Arabian	23	25
No. 2	21	23
No. 3		
Kona (Hawaiian)	12	16
Mexican	12	18
Java, common	15	18
Java, brown plantation	20	25
Caracol, prime washed	13	16
Caracol, ordinary	12	13
Guatemala	11½	15
Costa Rica	12	14½
Salvador	11	12½

Roast Coffee.

Salvador	15	20
Costa Rica	16	20
Java	24	31
Mocha, Aden	27	31
PrmeW.shd, C.A.Blnds	19	24
Good C. A. Blends	18	20
Ordinary Blends	12	13

Private Brands.

Lion, 100-lb	
Arbuckle's 100-lb	17.37½
"M.J.B.," 60 1's in case	.28
"M.J.B.," 30 2's in case	.27
"M.J.B.," 24 3's in case	.25
Hills Bros. Arabian Roast	.26

Schilling's Best Coffee.

1-lb. Cartons	
5-star	.26½
4-star	.29½
3-star	.25¾
2-star	.22½
1-star	19½

Cartons only in 25, 50 or 100-lb. cases. Can be assorted as required.

Chicory.

California	.05½
Belgian, No. 1	.06¾
Belgian No. 2	.06

Coffee Extracts.

Bulk, per lb	.07
Vienna, ¼'s, 10-lb. bx	.25
Vienna, ⅛s, 10-lb bx	.25
Ackermann's, ½-gross bxs, gross	1.00

You Help

BETTER TRADE

CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

1

Department 2

TEAS.

Japan.

(Panfired, Sundried or Basket-fired.)

Extra Fancy	.56	74
Fancy	.44	55
Choicest	.39	43
Choice	.34	38
Fine	.24	33
Fair	.22	24

Green China

(Gunpowder Imperial or Young Hyson)

Extra Fancy	.56	76
Fancy	.38	46
Choicest	.35	37
Extra Choice	.32	34
Fine	.25	31
Fair	.20	25

English Breakfast.

Extra Fancy	.67	80
Fancy	.51	66
Choicest	.35	50
Choice	.24	30
Fine	.20	22
Fair	.15	20

Oolong.

Extra Fancy	.58	$1 50
Fancy	.50	57
Choicest	.36	48
Extra Choice	.33	35
Fine	.27	32
Fair	.22	26

Ceylon and India.

Broken Orange Pekoe	.36	65
Broken Pekoe	.33	56
Orange Pekoe	.31	53
Pekoe	.27	46
Pekoe Souchong	.24	39

Schilling's Best Teas.

(Packed only in 16, 12, 8 and 6-oz, Cartoons. Never in bulk)

Japan, per lb	$0.45
do. 1 crown	.90
do. 2 crown	1.80
English Breakfast	.45
do. 1 crown	.90
do. 2 crown	1.80
Ceylon	.45
do. 1 crown	.90
do, 2 crown	1.80
Oolong	.45
do, 1 crown	.90
do, 2 crown	1.80

TREE TEA.

(Pride of Japan, etc.)

Packed in 1 lb. and ½ lb. cartons.

Japan	37½
E. B. Congou	37½
Oolong	50
Gunpowder	45
Ceylon	37½
Oriental Blend	37½

THE ADVOCATE

is the only

GROCERY PAPER

on the

PACIFIC COAST

with a

GENERAL CIRCULATION

2

Department 3.

SUGAR AND SYRUPS.

The Western Sugar Refining Company quotes net cash prices as follows. Barrels are an advance of 10c; half barrels, 25c; boxes, 50c; 50-lb. bags, 10c.

Dry Granulated, 100-lb. sk.	4.55
Beet Granulated	4.35
Confectioners' A	4.55
Cube	4.80
Crushed	4.80
Finee Crushed	4.80
Candy Granulated	4.35
Magnolia A	4.15
Extra C	4.05
Golden C	3.95
"D" Sugar	3.85
H. & E. Crystal Dominos	7.55
Bar, bbls	6.05
Long's Peerless XXXXXX	
Do. ½-bbls	6.30
Do. 40-lb. tins	7.40
Do. 35-lb. tins	7.40
Do. 30-lb. boxes	6.55

Maple Sugar.

Vt. Pure, 30 1s, lb.	17
" " 30 3s, lb.	15½
Standard 1, ½ and ¼s in 25-lb pails, lb.	16

3

Department 4.

DRIED FRUITS, NUTS AND HONEY.

(Add ¼c for 50-lb. boxes and ½c for 25-lb boxes).

Apples.

Sundried, sacks	5½
Evap. fancy, 50-lb bxs	8½
Evap. ex. choice, 50-lb bx	7¾
Evap. choice, 50-lb bx	7½

Apricots.

	1906 Crop
Choice Sacks	17½
Fancy Sacks	19
Fancy, 25-lb boxes	19½

Blackberries.

In boxes, per lb	none

Cherries.

Pitted, in boxes, per lb	35
Unpitted, in boxes, per lb	12½

Currants.

In Bbls	11
In mats, 50-lb	11¼
Recleaned, in bbls	10¾
Recleaned, 25-lb boxes	11¼
Recleaned, 50-lb boxes	11
Recleaned, 1-lb cartons	12¼
Recleaned, 12-oz cartons	11

Dates.

Fard, 14-lb., per lb., (70-lb 7½)	8½
Persian, 65-lb. case	6½

4

FIGS (California)

Black, sacks	5
Black, 25-lb boxes, per bx.	1.25
White, bags	4½...5
White, 10-lb. bx., per bx.	75
White, 10 1-lb. brks., pr bx	65 85

FIGS (Imp. Smyrna.)

Fancy, 10-lb. box., per lb	15
Choice, 5-lb. bx., per lb	13

Nectarines.

White	13
Red	13

Peaches.

Choice, in sacks	11½
Ex. choice, in sacks	12
Fancy, in sacks	13

Pears.

Choice, ¼s, in sacks	9
Ex. choice, ½s, in sacks	9½
Fancy, ½s, in sacks	13

Plums.

Unpitted	
Pitted, bleached	11½
Pitted, black	11
100s-110s	—

Prunes.

	Sks.	bx 25-lb
30-40s		
40s-50s	6½	7
50s-60s	6	6½
60s-70s	5½	6
80s-90s	5	5½
90s-100s	4½	5
in cases of 125-lb tins.	3½	4
in cases of 125-lb tins		

LONG'S MOLASSES.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	⅜ G	4 G	CASES 10 G	20 ½G	24 ¼G
Fancy Open Kettle									
Pickaniny	.52	.54	.57	2.98	2.72	2.42	6.90	7.60	5.28
Belmont Plantation	.47	.49	.52	2.73	2.50	2.22	6.40	7.10	4.98
St. Clair Plantation	.41	.43	.46	2.43	2.22	1.98	5.80	6.50	4.62
Centrifugal									
Oak Grove	.37	.39	.42	2.23	2.05	1.82	5.40	6.10	4.38
St. Mary's									
Baking Molasses	.32	.34	.37	1.98	1.82	1.62	4.90	5.60	4.08
Hawaiian Island, Genuine.	.19	.21	.24	1.33	1.24	1.10			
Cane									
Black Strap	.17	.19	.22	1.23	1.15	1.06			

Old Fashioned Molasses, 2 doz. 2-lb. tins to case, per doz. $2.20

LONG'S TABLE SYRUPS.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS 5 G	4½ G	4 G	3 G	KITTS 2 G	1 G	2 G	1¾ G	CASES 1½ G	20 1-G	20 ½G
Saratoga Drips, made from pure granulated sugar, packed: 12-1's, $6.28	.52	.54	.57	2.98	2.97	2.42	1.86	1.28	.72	1.34	1.21	1.08	6.90	7.60
High Grade Sugar Syrups.														
Humming Bird (Natural Dark Color)	.50	.52	.55	2.88	2.63	2.34	1.80	1.24	.70	1.30	1.18	1.05	6.70	7.40
Peerless Sugar Drips (Pure White)	.48	.50	.53	2.78	2.54	2.26	1.74	1.20	.68	1.26	1.15	1.02	6.50	7.20
White Sugar Drips (Delicious Flavor)	.47	.49	.52	2.73	2.50	2.22	1.71	1.18	.67	1.24	1.12	1.01	6.40	7.10
Perfecto	.44	.46	.49	2.58	2.36	2.10	1.62	1.12	10 1-gal. Jackets, crtd per Crate, $6.40					4.08
Sugar Syrups														
New Butter Scotch	.45	.47	.50	2.63	2.41	2.14	1.65	1.14	.65	1.20	1.09	.98	6.20	6.90
Victor	.40	.42	.45	2.38	2.18	1.94	1.50	1.04	.60	1.10	1.01	.90	5.70	6.40
Golden Gate	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	1.06	.97	.87	5.50	6.20
Cooking Syrups														
Carnation Drips	.34	.36	.39	2.08	1.91	1.76	1.32	.92	.54	.98	.90	.81	5.10	5.80
Golden Drips	.25	.27	.30	1.63	1.51	1.34	1.05	.74	.45	.80	.73	.68	4.20	4.90
Special Table Syrup												CASES		
Heliotrope	.38	.40	.43	2.28	2.09	1.86	1.44	1.00	.58	**Round Friction Top Pails**				
								6 10-lb Tins, per case						$3.16
								24 3-lb Tins, per case						3.84
								12 5-lb tins, per cse						3.48

LONG'S MAPLE SYRUP.

	Bbl. 54 G	½ bbl. 34 G	¼ bbl. 17 G	JACKETS. 5 G	4½ G	4 G	10 1 G	CASES. 20 ½G	24 ¼G
Woodlawn, made from pure maple sap in the groves at Beauce, Canada and 1's also packed: Cases: 12-1's, $13.44; 6-1's, $6.72; 12-½'s, $7.14; 24-¼'s, $8.10; 24-⅛'s, $5.10. Bottles: 12 qts, $4.60; 24 pts. $4.90.	.95	.97	1.00	5.13	4.66	4.14	11.20	11.90	8.10
Deer Lodge	.85	.87	.90	4.63	4.21	3.74	10.20	10.90	7.26
New England	.77	.79	.82	4.23	3.86	3.42	9.40	10.30	7.02
Canada Sap	.67	.69	.72	373	3.41	3.07			

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Department 10.

FISH AND CHEESE.

This Dept. is corrected by Wieland Bros.

Russian Caviar.

	Per doz
1-lb cans, 2 doz in case..	$15
½-lb cans, 2 doz in case..	7.75
¼-lb cans, 5 doz in case..	4
⅛-lb cans, 6 doz in case..	2.25
White Label Brand.....	2.10

CHEESE

Foreign and Domestic.

	new
New York State Factory Cheddars, June make	18
Twins, June make.....	18
October make Cheddards..	18½
October make twins.....	18½
California State factory flats 14	17
California State fctry Young Americans....17	18
Limburger, Eastern, lb	17
Swiss, imported, lb....	28½
Roquefort, lb.....	40
Gouda, per lb.....	27
Pineapples, Eastern, 6 in case, per case.....	3 60
Pineapple, Eastern, 6 in cs, small.....	2 55
Holland or Edam, medium, plain, per doz	9 50
Holland or Edam, medium, in bladders, per doz 9 50	10 00
Holland or Edam, large, plain, doz 10 50	11.00
Holland or Edam, large, in bladders, per doz 11 00	11 50

Fancy

Camembert, Brie, Roquefort and Gorgonzola, jars...none
Parmesan C & B, sml bot doz 3 00
Parmesan C & B, lge bot, doz 5 00

Bayle's

Small ½-lb 1-lb. 2½-lb 5-lb
Deviled Cheese:
$1.00, $2.25, $4.00, $5.00, $9.00
After Dinner Cheese:
$1.00, $2.40, $4.00, $4.50, $7.50
Roquefort Cheese:
$1.00 ,$2.40, $4.00 ,$4.50, $7.50

SALT FISH

Pacific Codfish

Bndls, 50 lbs each, pr lb.....4½
Case selected, 100 lbs each, per lb 5.50
Boneless, 30-lb boxes, lb.... 5
Boneless, 40-lb boxes, lb.... 5½
Boneless Stripes, 40lb bxs per lb 6
Boneless Blocks, 40lb bxs per lb 7
Boneless Tablets, 36 bxs, per lb 8½
Boneless Middies, 60 bxs per lb 7½
Boneless Middies, extra, 60-lb boxes, per lb..... 10½

Eastern Codfish

Gen. Georges, 8 fish to cs$11.00
Gen. Georges, 12 fish to cs.. 10.00
Geo. Cur. Cod, 16, 18 fish to case 9.50
Geo. Cur. Cod ,40 fish to cs 8.00
Gen. Geo. Middies, 60 fish. 14.00
Gen. Geo. Tablets,36 fish 11½
Gen. Geo. Blocks, 40 fish 11½

Shredded Codfish

Beardsley's shredded, 2 doz. in case..... 1.00

Norwegian Mackerel

Bloater, 200-lb. bbl., 120-130 fish 55.00
Bloater, 100-lb. ½ bbl., 60-65 fish 28.50
No. 1, 200-lb. bbl., 150-160 fish 45

14

No. 1, 100-lb. ½bbl., 75-80 fish 23.50
No. 2, 200-lb. bbl., 220-240 fish 37
No. 2, 100-lb. ½ bbl., 110-120 fish 19.50
No. 3, 200-lb. bbl., 300-350 fish 28
No. 3, 100-lb. ½ bbl., 150-175 fish 15
No. 3, 400-440 fish, bbl.....25
No. 3, 100-lb, ⅛bbl., 200-220 fish 13.50

Irish Mackerel

No. 1, 200-lb. bbl., 200-220 fish ....none
No. 1, 80-lb. ½bbl., 80-90 fish ....none
No. 2, 200-lb. bbl., 325-350 fish .....
No. 2, 80-lb. ½bbl., 130-140 fish .....
No. 2, 200-lb. bbl., 475-500 fish .....
No. 2, 80-lb. ½bbl., 180-190 fish .....
fish .....
No. 1, 10-lb kits, 15-16
No. 2, 10-lb. kits, 20-22 fish 1 30

American Bloaters

Shore Bloaters, 200-lb bbl 115-120 fish.....none
Shore Bloaters, 80-lb. ½bbl., 45-50 fish .. ..none
Extra No. 1, 200-lb. bbl, 120-130 fish.....none
Extra No. 1, 80-lb, ½bbl. 50-55 fish .....none
No. 1, 200-lb. bbl., 140-150 fish ....none
No. 1, 80-lb. ½bbl., 60-65 fish.....none
No. 2, 200-lb. bbl., 130-140 fish 28.50
No. 2, 80-lb. ½bbl., 55-60 fish 11.00
No. 2, 200-lb. bbl., 140-160 fish.....none
No. 2, 80-lb. ½bbl., 60-65 fish .....none
No. 2, 200-lb. bbl., 160-180 fish .....none
No. 2, 80-lb. ½bbl., 70-80 fish .....none
No. 2, 200-lb. bbl., 180-200 fish.....none
No. 2, 80-lb. ½bbl., 80-90 fish ....none

In Kits

Extra Mess, 7 to 8 fish each..$3.00
No. 1, kits, 8-9 fish or 15-17 fish 1.40
No. 2, kits, 8-9 or 20-22 fish 1.30

Salmon

King, bbls.....none
Oregon Silversides, bbls.13 00
Alaska Red, bbls.....13 00
Alaska Red, ½-bbls, 100 lbs 7 25
Alaska Red, kits..... 1.00
Bellies, bbls 15 00
Tongues and Sounds, kits 10lb 1 25
Tongues and Sounds, ½-bbls 10 00

New Herring, Pack 1906

Holland.

Ex Sictd Mixed, bbls.....19.00
" " " ½ bbls.....10.00
" " " Keg 1.10
Cheaper grde, mxd, bbl.....15.00
" " " ½ bbl..... 8.00
" " " Keg 95
Ex. Sictd. Milchner, bbl.....21.00
" " " ½ bbl.....11.00
" " " Keg 1.25
Cheaper " bbl 17.00
" " ½ bbl..... 9.00
Labrador, round, 160 fish... 5.50
Pacific, ½-bbl 2 50

15

Smoked Fish

Bloaters, Grim., 100 in box $3.00
Bloaters, Grim., 50 in box. 1.75
Bloaters, Cromarty 3.00
Yarmouth, 100 in box....
Halibut, chunks 15
Herring ,in bxs, Eastn. 25
Herring, in boxes, Washington 20
Herring, bonless, Beardsley's tins ,doz..... 1.50
Herring, boneless,Beardsley's small, doz..... 1.00
Herring, Beardsley's Boneless ,vacuum tumblers, 2 doz. in case..... 1.95
Finnan Haddies, lb..... 15c
Moir's Selected Red Herrings, 100's..... 1.90
Moir's Selected Red Herrings, 50's 1.25
Salmon ,per lb.....10 20

Potted Fish

	Per doz
Potted Crab $1 85	
Kipper Paste 1.00	
Anchovy and Bloater Paste plain pots 2.30	
Ditto, fancy pots 4.75	
Yarmouth Bloater Paste .75	
Ditto, fancy pots.... .. 4.75	
Kippered Herrings 1.90	
Kippered Herrings, Meirs. 1.90	

Canned Fish

	Doz.
Anchovies, in oil, 2 doz ½ pts., in glass, doz...	4.00
Anchovies 2 doz. ¼ pts., doz	3.00
Bloaters, Yarmouth C. & B. doz.....	4.50
Codfish Balls, 2-lb tins per. doz.....	2.25
Eels, Hamburg, in jelly, 1-lb tins	2 35
Eels, smoked, 1-lb, per dz..	2.75
Finnan Haddies, 2-lb ovl.	2.25
Finnan Haddies, 1-lb, round, per doz.....	2.00
Sardelles, imp., 1-lb tins.	3.00
Sardelles, imp. in glass.	3.00
Sardelles, dom. 1-lb, glss	2 25
Sardelles, Ankers. ⅛ keg	3.00
Sprats 6 75	7.50

Mackerel

1-lb tins, 50 in a case
2-lb tins ,2 doz. in a case

Gold Label ,1-lb tins....	1.50
P. &. W., 2-lb soused....	2.75
P. & W., 2- lbmustard....	2.75
P. & W., 2-lb tomato....	2.75
Underwood, 2-lb soused..	2.85
Underwood, 2-lb tomato.	2.85
Underwood, 2-lb mustard.	2.85
Los Angeles, 2-lb soused.	2.55
Los Angeles ,2-lb tomato.	2.55
Los Angeles, 2-lb mustrd.	2.55
Mt. Desert, 2-lb soused..	2.25
Mt. Desert, 2-lb tomato...	2.25
Mt. Desert, 1-lb soused..	1.35
Blueback, 1-lb, fresh....	1.10

Crescent Mackerel

Soused, 18 oz. tins, 4 doz in case ,doz.....$1.80
Tomato, 18 oz .tins, 4 doz in case ,doz..... 1.80
Mustard, 18 oz. tins, 4 doz in case, doz..... 1.80

Mackerel in Oil.

Bezler's 3.00 4.00
Lemarchand 5.00 7.00

Salmon

Alaska Red, 1-lb tins, per doz..... $1.15
Alaska Red, 2-lb .....none
Alaska Pink, 1lb.....1.00
Alaska Flats, 1 lb.....none
Oregon Red, 1 lb.....none
Oregon Red 2 lb.....none
Oregon Pink, 1 lb.....none
Oregon Pink, 2 lb.....none
Oregon Flats, 1 lb .....none
Columbia Riv. 1lb tls....none
Columbia Riv. 1 lb flats .none

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French Sardines

¼s, according to quality and size of tin, per case 2 50 12 50
½s, according to quality and size of tin per case .....21 00 [illegible]

American Sardines

[illegible]

SHELL FISH.

Abalones

4 doz in cs ,with shells, cs 6.00

Clams and Clam Juice

	doz
Doxsee Clams, 1-lb tins	$1 [illegible]
Doxsee Clams ,2-lb tins	2 [illegible]
Doxsee Clam Juice ,1-lb	[illegible]
Doxsee Clam Juice ,2-lb.	1 80
B&M Lunch Clams, flat	1 87½
Underwood Clams, 1-lb..	1.00
Underwood Clams, 2-lb	1 60
P. & W. Clams,1-lb tins	1 00
P.&W. Clams ,2-lb tins.	1 [illegible]
Oxford Clams, 1-lb tins	[illegible]
Oxford Clams, 2-lb tins	1.50
P.&W. Clam Chowder..	2.10
Burnham's Clam Bullion qts	[illegible]
Burnham's Clam Bullion pts	4 50
Burnham's Clam Bullion ½ pints	2 40

Lobsters

	Doz
Red Jackets, flats, 1s	[illegible]
Deep Sea Picnics, ½s ..	[illegible]
Triumph Talls, 1s.....	2.50

Oysters

Oysters, Selects, 12 oz.	$1 80
Oysters, Selects, 6 oz	[illegible]
Oysters, Standard ,10 oz	[illegible]
Oysters, Standard, 6 oz	1 10
Oysters, Standard, 8 oz	[illegible]
Oysters, Standard, 4 oz	1 05

Shrimps.

Shrimps, pickled 1-lb $1.05
Shrimps in Tomato Sauce, 1-lb flats .....
Dunbar's Pickles, 1 doz in cased ..... 1 [illegible]
Dunbar's 1½-lb., 2 doz in cases 3 15
Pickled Shrimps, 1-lb., 4 doz in case 1.05

RETAIL GROCERS
Own and Conduct
THIS PAPER.
They
Read It.

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Department 11.

CRACKERS.

Afternoon Tea	15
Animal	13
Assorted	12
" Extra	14
" Fruit Bar	15
Apple Bar	15
Banana	15
Boston	10
Butter Scotch	14
Champion	10
Chocolate Wafer	18
Coco Marshmallow	16
Coco Taffy	15
Coco Wafer	15
Cornhill	13
Cracker Meal	6
Cracknel, plain	22
Cupid Wafer	16
Currant Cake	14
Dainty Graham Wafer	12
Dainty Chip	14
Egg Jumble	14
Fig Bar	14
Fried Oyster	16
Fruit Biscuit	15
Fruit Iced	15
Fruit, Sultana	15
Fruit, Sultana, Iced	15
Ginger Cake	10
Ginger Nut	11
Ginger Wafer	14
Graham	10
Honey Cream	17
Honey Jumble	16
Jennie Lind	14
Lady Finger	16
La Grand	11
Lemon biscuit	14
Lemon cake	12
Lemon Snap	14
Lemon Wafer	14
Honey Finger	16
Milk	10
Monitor	10
Nicnac	13
Orange Bar	15
Orange Drop	15
Orange Wafer	14
Oyster Gem	8
Palace Mixed	15
Peanut Pretzel	14
Picnic	8
Pilot Bread	4
Ping Pong	16
Pretzel	10
Pretzelette	12
Raisin cake	13
Saline Wafer	15
Saloon Pilot	7
Saloon Soda	8
Santa Clara	9
School Boy	11
Seed Cake	14
Snowball	17
Soda	6
" Extra	6
" No. 1 cartons	7
" No. 2 "	16
" No. 3 cartons	18
" No. 1 Royal	8
" No. 2 "	16
" No. 3 "	20
Star Butter	10
Strawberry Wafer	14
Sunflower	14
Tourist Lunch	10
Vanilla biscuit	15
Vanilla snap	14
Vanilla Wafer	14
Walnut Cream	17
Water	13
Wholewheat Pilot	07

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Department 12.

LAUNDRY MATERIALS.

AMMONIA

Greer's Washing Ammonia

First grade absolutely pure.
180 Beaume Strength.

Pints 2 dz to ca, pr doz...$1.55
Qts, 1 doz .to cs. " .. 2.55
½ Gal. ½ dz .to cs " . 4.25

Washing Ammonia

Standard Grade

Pts 2 dz to cs pr doz.....$ .80
Qts., 2 doz to cs pr doz... 1.25

Greer's Toilet Ammonia

Lavender and Violet

Pints (2 doz .to cs).$2.50 pr dz

Bluing, Ball

Nuremberg, A, ½'s, per lb..34
Do A. D. ½'s, per lb....25
Do A. C. R. ½'s, per lb..21

Crown

German ½s' per lb...12½ 13
Do ¼ 's, per lb....14½ 15
Deschamp's French, 1's per lb.....26½
Do ½'s, per lb....27½

Bluing, Liquid

Sunset, ¼ pts. 3dz to cs..$ .40
Sunset, ½ pts, 3 dz to cs. .60
Sunset, pt., 2 dz to cs.... 1.75
Sunset, qt, 1 dz to cs.... 2.65
Sunset, ½ gal, 1 dz to cs. 4.50

Borax

20-Mule Team, 1's cs of 2 doz $2.25
20-Mule Team, 12-oz cs of 4 doz..... 3.45
20-Mule Team, ¼'s cs of 8 doz 3.84-3.60
(Less 5 per cent in 5 case lots;
Lump, 25 lb in box.....08
Powdered, 25 lb in box..08½

Chloride of Lime

Brookman's, 1's per lb....7¼
Do ½'s, per lb.....9

Lye.

Tomson's Red Seal, 4 dz to case 4 00
Tomson's 5-lb 12 to cs.. 4 50
American 1's 4 doz in cs. 3 05
Babbitt's Lye, 4 dz in cs. 3 05
Metropolitan 4 dz to cs.. 3 00
" 5-case lots... 2 90
Banner, 1s cs., 4 doz..... 4 25
" 1's, cs, 2 dz..... 2 00
Blue Bell, 48 1s..... 2 85

Sal Soda

California, sacks.....1 35

SOAPS.

Peet Bros.

Silk Soap $3 20
Ammonia Benzoline 4 25
Cocoa Borax 4 10
Crystal White 3 85
Lily White (Floating) 4 00

Standard Soap Co.

Top Notch, 100 10 oz.....$3 25
Sunburst ,100 12 oz..... 3 75
Yellowstone ,100 14 oz.. 3 75
Marigold, 100 16 oz..... 3 90
Thomas' Cool Water, 100 13 oz 4 00
Thomas' Cool Water, 20 13 oz ..... .85
Milo, 100 4 oz. 100 cartoons 6 50
Magno "Floating Borax" 100 10 oz 4 00
Gold Medal Borax, 100 10 oz 5 50
Gold Medal Borax ,20 10 oz 1 15

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Purity, "Floating," 5c size	3 90
Purity "Floating," 10c size	6 25
Purity, "Floating," 10c size, 20	1 30
Electric Mineral, 100 16 oz	5 50
Electric Mineral, 20 16 oz	1 15
Peerless Kitchen ,100 10 oz.....	3 00
Peerless Kitchen, 20 10 oz	.65

Miscellaneous.

Miller's Naptha, per cs..	$4.35
½ doz toilet free	
Fels Naptha, 100 14 oz....	4.35
Hot or Cold, 100 10 oz....	4.00
Life Buoy, 100.....	4.00
Mikado, 20 14 oz.....	4.00
Mikado, 20 14 oz.....	.95
Lenox, 100.....	3.00
Lenox, 20	.75
Ivory, 100 10 oz.....	7.00
Fairbank's Clairette, 100...	3.20
Fairbank's Santa Claus, 100	3.20
Fairbank's Copco, 100....	4.00
Fairbanks' Fairy Ovl ,100	4.00
Grandpa's Wonder, 50 large	3.50
Gandpa's Wonder ,100 sml	3.60
Peets' Pine Tar, 50.....	1.90
Peets' Pine Tar, 100.....	3.75
Babbitt's ,100	4.10
Jergins Pumice, 50 small.	1.75
Jergins Pumice, 50 large.	3.00
Uncle Sam's Tar, 100 smll	3.50
Uncle Sam's Tar, 50 large.	3.40
Stryker's Kitcheh ,100's..	3.50
Stryker's Kitchen, 20....	.75

Castile Soap

La Lune, White lb.....	8
White Virgin, lb.....	8
White, Conti	14 16
Mottled, Imported	6½ 8
Clover Leaf White.....	14
La Boulon	9

Scouring Soap

Bon Ami, 3 doz to case per case	$2.50
Sapolio, scouring, ½ gross box, per box.....	4.50
Sapolio ,hand, ½ gross box, per box	4.50

WASHING POWDERS

Gold Dust ,24 3's, per cs.	$4.50
Gold Dust, 100 10 oz....	4.00
Lavarine, 36 1 lb, pr. cs.	3.00
Lavarine, 100 5c pkgs....	3.50
Pearline, 36 1-lb pkgs....	3.00
Pearline, 100 6 oz pkgs..	3.75
Babbitt's 1776, 6 oz.....	2.25
Kleeno, 72 1s.....	3.00
Kleeno, 24 3s.....	4.50
Kleeno, 100 1½s.....	4.00
Grandma's Borax, powdered 24 3's	4.00
" 60 ¾'s	2.40

You Help

BETTER TRADE CONDITIONS

When You

PLACE AN AD

in the

ADVOCATE.

20

Department 13.

STARCHES.

Graves Starch

Laundry, bbls, lb.....	4¾
" bxs about 30 lb..	4¾
" bxs about 12 lb..	5
" crates, 12 6-lb boxes per lb.....	6¾
Crystal Lump, 50-lb, lb...	5¼
Mirror Gloss, bbls, pr lb..	5½
" 50-lb cse.....	5¼
" , 12 6-lb bx..	7¼
" 48 1-lbcts....	6½
Corn Buff, 40 1-lb cts....	6
" 20 1-lb cts.....	6¼
" 48 1-lb crts.....	5¼
Confectioners', bbls, pr lb	
Family Gloss, cs, 16 3-lb cartons	6¼

Kingsford's Oswego.

Silver Gloss 12 6-lb bxs..	9
" 40 1-lb pkgs.	8½
Pure ,boxes, 41-lb.....	
" 12s.....	
Corn ,20 and 40-lb bxs..	8 8¼

National Starch

	Niagara	Lily
Corn, 40 1-lb pkgs.....	6	6
" 20 1-lb pkgs.....	6¼	
Gloss, 40 1-lb pkgs..	6	6
" 12 6-lb bxs.....	6½	6½
Laundry, 50-lb boxes.	4⅝	4⅝
" 12-lb boxes....		
Sioux, Gloss, 48 1s.....		6
" 16 3s....		
" 12 6s.....	6	
Bulk Lump, 50s.....	4½	
Sioux Corn, 40 1s.....	6	

Riverside

Corn, 1's 40 to cs, lb.....	5½
Gloss, 1's per lb.....	5½
" 3's, per lb.....	5¼
" 6's per lb.....	5

Miscellaneous

Celluloid, 6 ¾-lb pkgs, per box	5 00
Elastic	5 00

Department 14.

OILS, PAINTS, ETC.

Coal Oil

Water white ,coal, bulk..	12½
Pearl, cases, 2 5's.....	18
Astral, cases, 2 5's.....	18
Star, cases, 2 5's	17½
Ex. Star, cases, 2 5's.....	20½

Gasoline and Benzine

86 deg. Gasoline, bulk,..	36
74 deg. Gasoline, cases.....	35
63 deg. Benzine, bulk.....	19

Turpentine.

Strictly Pure, cases, 2 5s.....	93
" drums of iron bbls.....	85

Linseed Oil

Pure, raw bbls.....	52
" boiled, in bbls.....	54
" raw, case, 2 5s.....	57
" boiled, case, 2 5s.....	59

Castor Oil

Baker's AA, cases, 2 5s.....	1.24
No. 1, cases ,2 5's.....	1.70

Lard Oil

	Bbl.	Case
Strictly pure	85	90
Sup. Win., str.....	80	85
No. 1	70	75

Neatsfoot Oil

Cooper's		
Extra	70	75
No. 1	60	70

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Lubricating Oils

ar Cylinder Oil		..
lumbia Cylinder		..
m Cylinder Oil		..
by Cylinder Oil		..
d English Oil	.27	32
ar Machine Oil		..
ar Dynamo Oil		..
ar Spindle Oil		..
ar Sep'tor Oil		..

Miscellaneous Oils

nion Salad Oil	.85	90
ure Sperm Oil	.70	75
o. 1 Polar		..
nina Nut Oil, ordinary	.75	80
nina Nut Oil, No. 1	.90	95

White Lead

ioneer, in kegs	7½	8¼

Dry Paints

ng. Paris White ,bbls		$2.00
hiting, bbls		1.50
rince's Min'l B'wn, bbls.		1.65
ellow Ochre	1.50	1.65
ng. Ven. Red, bbls	1.50	1.75

Salad oil market practically are. No more until February.

Department 15.

FARINACEOUS GOODS.

Miscellaneous Flours

al. Family	$4.40	$4.65
al. Bakers' Extra	4.80	4.50
ye Flour		4.75
ye Meal		4.50
raham		4.50
Whole Wheat		4.75

Meals in Sacks or Boxes

Less 10 per cent.

	Bales 100 lbs.
PEACOCK 10 10 lb sacks	
elf Raising Buckwheat Flour	$6.00
dvent Flour	3.50
Buckwheat Flour, Patent Roller	4.50
Buckwheat Groats	10.00
Corn Flour, white or yellow	2.75
Corn Meal ,pearled yellow	2.75
Corn Meal, pearled white	2.75
Corn Meal, Extra Cream, yellow	3.75
Corn Meal ,Extra Cream white	3.75
Cracked Wheat, Pearled new process	3.75
Rolled Wheat, bale, 16 7lb and 10 10lb sacks	4.75
Farina	4.50
Graham Flour, Patent Roller	3.25
Hominy, large	3.75
Hominy, small	$4.00
Oat Meal, granulated	4.50
Oat Meal, Patent Cut A, B or C	4.75
Oat Groats	4.75
Pearled Barley, No. 1, 25 lb and 50lb boxes	6.00
Pearled Barley, No. 2, 25 lb and 50 lb boxes	6.00
Pearled Barley ,No. 3, 25lb and 50lb boxes	6.00
Rice Flour, Pat. Rol	8.00
Rye Meal, Pat. Roller	3.50
Rye Flour, Pat .Roller	3.75
Split Peas, yellow,25lb bx	5.50
Split Peas,green, 25lb bx.	5.50
Whole Wheat Flour, Patent Roller	3.50
Wheat Meal, fine or crse	3.75

In 50lb sacks deduct ¼ cent per pound from above prices.

In 25 lb sacks deduct ⅛ cent per pound from above prices.

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Meals in Sacks and Barrels

(Less 10 per cent.)

Extra Cream Rolled Oats in wood, 180 lbs net	$8.00
Extra Cream Rolled Oats, in sacks (180) 90 lbs, net sacks	7.50
Alta Mills Rolled Oats in wood, 180 lbs net	7.50
Alta Mills Rolled Oats ,in sacks (180) lbs., 90 lb net sacks	7.00
Rolled Wheat in wood, 150 lbs net	4.80
Rolled Wheat in sacks, 150 lbs net	4.30

Package Cereals

Less 20 per cent for cash. Per case.

PEACOCK Self-Raising Buckwheat Flour— 40 1¾ pkgs	5.00
24 3 lb. pkgs	4.75
California Flap Jack Flour 36 2lb. pkgs	4.75
Semola, 20 4lb. pkgs	4.50
Nuttygrains, 20 4lb. pkgs	4.50
California Cream Flake Oats, 36 2lb. pkgs	4.50
Farina, 24 1lb. pkgs	2.00
Primrose, Wheat, 36 2½ lb pkgs	4.85

American Cereal Co.

Quaker Oats, 36 2s	$3.80
Scotch Oats ,36 2s	3.60
Banner Oats, 30 5s	5.00
Saxon Oats, 20 5s	5.00
Zest, 20s	4.50
Apetizo, 24s	3.50

PEACOCK CEREALS

Manufactured by the Del Monte Milling Co.

	36 2s	20 5s
Buchwheat Flour	3.65	4.85
Yellow Corn Meal	2.25	3.20
White Corn Meal	2.35	3.20
Cracked Wheat	3.60	4.80
Graham Flour	2.85	3.90
Large Hominy	3.60	4.60
Oat Meal, Grnltd	3.65	4.65
St'l. Cut Oat Meal A. B. or C	3.75	4.85
Pearl Barley	4.75	6.20
Rice Flour, Pat. Rlr	6.00	8.00
Rye Folur, Pat Rlr	3.60	4.60
Rye Meal, Pat. Rlr	3.50	4.50
Split Peas, Yellow	4.45	5.70
Solit Peas, Green	3.00	3.85
Whole Wheat Flour Pat .Roller	4.30	3.85
Gluten Flour	4.30	6.00
Farina	3.95	5.35

MISCELLANEOUS PACKAGE CEREALS.

Capital Mills Rolled Oats 36 2s	3.60
Grape Nuts ,1 & 3 doz, per doz	1.35
Breakfast Gem, case 3dz.	3.00
Wheatine, 36 2's, pr cs	4.00
Germea, 20 4-lb. pkgs, per case	4.10
Germea, 20 2-lb. pkgs per case	3.20
H-O Buckwheat, 2 doz. 3-lb pkgs, per case	3.75
H-O Pan Cake Flour, cse.	3.90
H-O Oats ,24 2's, per cs.	3.15
Cream of Wheat, 36 2's	5.25
Crespo, 36 2's	2.75
Snow Flake, 36 2's	2.80
Malta Vita, 36 1's	4.00
Our Mother's Mush, 36 2's	2.75
Twin Bros. Mush, 36 2s	2.80
Carnation Wheat Flakes 20 5's	4.50
A B C Breakfast Wheat 72 2's	5.00
A B C Breakfast Wheat 36 2's	2.60
Flaked Rice, 24 1's	3.00
Ralston Breakfast Food 36 2's	5.00
Ralston Barley Fo'd, 36 2s	4.25
Ralston Health Oats, 36 2s	4.50

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Ralston Hominy Grits, 36 2s	4.25
Ralston Health Crisp 36 2s	2.75
Ralston Select Bran, 24 3s	2.50
Ralston Pan Cake Flour 36 2's	3.75
Ralston Whole Wheat Fir 4 ¼s	5.50
Quaker Oats, 36 2's	3.75
Scotch Oats, 36 2's	3.75
Dr. Price's Wheat Flake Celery Food per case	3.60

Pastes (Domestic)

Macaroni ,Vermicelli, etc	
No. 1 Extra, per box	.27
No. 1 Extra, 15 lb	.52
No. 1 Extra, 25 lbs	.82
No. 1 Extra, 50 lbs	1.65
No. 1 Extra ,100 lbs	3.30
No. 1 Extra, ½ boxes	.15
Macroni ,Vermicelli & spaghetti,, No. 2	.20
Royal Macaroni ,Verm'i & Sp'tti, 24 1-lb pkg pr cs	1.70
Queen's Taste Mac., Verm & Sp. 12 3-lb cartons	2.15
It. Paste, ass'd, ab. 18 lbs	
Elaine ,cases, 2 5's	.26
c., lb	.6¼
Royal It. Paste, 24 1-lb pkg c., pkg	.8½
Golden Gate Egg Noodles 24 1-lb. pkgs in case, per case	1.90
Farina ,24 1-lb pkgs	1.50

Discount 2 per ct for cash only

RICE

M. J. Brandenstein & Co.

Japan, Tycoon, Fancy Tble	$5.35
" Rubicon, extra fancy	5.85
" M. J. B.,Double Diamond	6.25
Fancy Head,Carolina	6.50 6.75
Louisiana Japan	4.50 5.12½
Louisiana Tengu	5.00
Louisiana Japan Banzai	5.30
Hawaiian	4.75 5.00
China, No. 1, per dbl mt	6.37½ 6.50
China, Mxd, dbl mt	4.60 4.75
Patna Head	7.00
Caro Head,MJB 40 2s r 20 5s	7.00
Imp. Japan MJB 40 2½-lb	6.50
Imp. Japan MJB 10 5-lb	6.50
Imp. Japan Table Queen 33 3-lb	5.50
Imp. Japan, Table Queen 40 2½-lb	5.50

M. Phillips & Co.

Hermosa, Ex. Fcy, 2½ & 5-lb	6.85
Fiesta, 2½ an 5d-lb	6.50
Ex. Fncy Carolina	6.75
Fancy Carolina	6.00 to 6.50
Hawaiian	4.75 to 5.00
"Satsuma" No. 1 imp. Japan	5.75
"Toyokome" imp. Japan	5.50
"Oyama" imp. Japan	5.25
"Higo" imp. Japan	5.00
Texas Japans	4.50 to 5.00
China No. 1	6.25 to 6.75
China No. 2	4.25 to 4.75

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SAN FRANCISCO
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THROUGHOUT THE INTERIOR.

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Department 16.

This Dept. is conducted by Pac. Coast Biscuit Co

CANDIES.

Lozenges

(5-lb. boxes)

XXX Peppermint, pals	13 16
Thin Peppermint	.16
TT Peppermint	.16
Musk, fluted, palls	.22
Cinnamon, Lemon, Sassafras, Rose	.18
Midget fruit	.20
Conversation and hrts	.15
Liliput Conv. & hrts	.17
Midget Conv. Lozenges	18
Crown T .T. Lozenges, 24 5ct pkgs	.70
Aurora Lozenges, 24 5ct pkgs	.80
Cough Troaches, 5-lb bx	.25
Eagle Waters, Peppermints ,Wintergreen	.25

Mixed Candy

(30-lb pails)

Plain Mixed	8½
Pacific Mixed	10½
Royal Mixed	12½
Grocers' Mixed	10½
Yankee Mixed	13
American Mixed	13
Fancy A Mixed	15
Fancy C. Mixed	14½
French S. Mixed	16
French No .1 Mixed	18
French Extra Mixed	20
Lady Mixed	15
Broken Mixed	9

Steam Paswork

Anise Seed	22
Aromatic Cachous	18
Assorted Berries	16
Assorted Dragee	14
Assorted Imperials	16
Assorted Small Seeds	22
Bird's Eggs	17
Boston Baked Beans	17
Burnt Peanuts	18
Burnt Almonds	25
Caraway Seed ,smooth	22
Caraway Seed, pearled	22
Celery Seed	22
Cinnamon Beans large red	15
Cinnamon Beans, imperial	17
Coriander Seed, pearled	22
Jelly Beans, pails	12½ 14
Jelly Bird's Eggs	17
Jelly Cranberries	17
Jelly Limes	17
Jelly Raspberries	17
Jordon Almonds, fine	45
Jordon Almonds ,Imitation	18
Licorice Beans	15
Red Hots	25
Ringed Marbles	16
Sugar Coated Licorice Tablets	20
Sugar Almonds	25
Sugar Plums	16

Stick Candy

(30-lb. pails)

Assortments: Peppermints, Lemon, Rose, Clove, Anis, Cinnamon, Sassafras, Vanilla, Pineapple, Wintergreen	8½
Hoarhound	9
Hoarhound, wrapped	11
Peanut Sticks	13
Peanut Sticks, wrapped	14
Cocoanut Sticks, wrapped	14
Cocoanut Sticks ,wraped	13

Taffies.

Peanut Taffy	15
Peanut Flake	15
Peanut Spares	14
Chunks: Vanilla ,Rose, Chocolate ,Lemon, Molasses	14
Broken Taffy of broken chunks	13

Drops and Lumps.

(30-lb. pails)

Drops and Lumps	8½
Molasses Peppermint Lumps	11
Hoarhound Drops	11
Crystal Rocks	12½

25

Gum Goods
(5-lb boxes)

A. B. Gum Drops, asstd....9
A. B. Gum Drops licorice 9
A. B. Gum Drops, cryst'zd11
A. B. Bonbons, plain inbls 7
A .B. Bonbons, fancy, inbl 7½
A. B. Bonobns ,fancy, crys talized, 5-lb boxes.....15
A. B. Fruits.....18
Royal Gum Drops.....15
Genuine Gum Drops, hard 25
Jelly Squares ,assorted...14
Bijou Sticks 18
Spiced Jelly Drops.....20
New Turkish Figs.....16
Fig Paste ,plain.....17
Fig Paste, tricolor.....18

Cream Goods.
(5-lb boxes)

Fondans Creams.....14
Hand Dipped.....20
Hand Dipped, with unts on....22
Fruit and nut ices.....18
Cream Peppermint.....20
Crushed Fruit Bonbons..32

Chocolates.
(5-lb boxes)

Chocolate, plain.....14
Chocolate ,Hand Made.....20
Chocolate Dipped Bonbons..20
Chocolate Dipped Bonbons with nuts 22
Chocolate ,Climax ,30-lb pails 16
Chocolate Chips 25
Chocolate Nonpareil Drops.20
Chocolate Wafers.....22
Chocolate Cream Tablets 30 in box 1.10

Marshmallows, Nougats, Etc.

Occidental Marshmallows, 5 lb tins ..... .28
Occidental Marshmallows, 3 lb tins ..... .30
Dipping Marshmallows, 5-lb boxes ..... .25
Angel Food, 5-lb boxes.. .20
French Nougat, 30 5c slices in box 1.00
Walnut, Apricot ,Spanish Nougat, 5-lb boxes ,lb....25

Sundries.

Opera Carmels ..... .19
Rock Candy ,white & red .15
Rock Candy, brown..... .16
Licorice Drops ..... .20
Licorice Sticks, 16 to lb.. .28
Licorice Tablets, 5-lb box.... 1.25
Licorice Tablets, 24 5c bx .80
Licorice Penny Sticks, 100 in box..... .65
Buttercups, 5-lb tins..... .25

Chewing Gum.

	Single	Box
Sweet Heart, per box....		.60
Sen-Sen, 20 pieces.....		.60
Sweet Heart, 20 pieces..		.60
Blood Orange, 20 pieces..		.60
Chiclets, 40 5c pkgs.....		1.25
Chiclets, 3-lb boxes....		1.35
Chiclets, 10 10c pkgs....		.80
Newton's Pepsin, 20 pkgs....		.60

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Department 17.
SPICES AND FLAVORING EXTRACTS.

Schilling's Best Spices — Nature's Best.
Square Tins. Never Sold in Bulk.

Smal,l medium, large sizes have sifting tops except Mustard

	Small size per doz.	Medium size pr doz	Large size per doz	Ex.Large size pr doz	Hotel size pr tin
Pepper	.75	1.20	2.20	3.75	.78
Mustard	.75	1.25	2.25	3.90	.81
Ginger	.75	1.25	2.25	3.90	.81
Allspice	.75	1.10	2.00	3.50	.73
Cinnamon	1.30	2.25	4.25	7.50	1.85
Cloves	.85	1.40	2.60	4.75	.87
Nutmegs	1.60	2.75	5.25	10.00	2.00
Mace	1.75	3.00	5.75	11.50	2.15
Cayenne	.90	1.50	2.75	5.00	.93
Wh. Pepper	.95	1.75	3.25	5.75	1.00
Sage	.75	1.25	2.25	3.90	.81
Thyme	.85	1.40	2.60	4.75	.87
Marjoram	.95	1.75	3.25	5.75	1.26
Savory	.85	1.40	2.60	4.75	.87
Cases contain	**6 doz.**	**4 doz.**	**2 doz.**	**2 doz.**	**1 doz.**
Gross Weight	**21 lbs.**	**24 lbs.**	**23 lbs.**	**38 lbs.**	**54 lbs.**

SPICES.

In Original Packages.

Pepper, Black	.14	18
Pepper, White	.25	30
Ginger	.13	19
Ginger, Gen Jam	.15	21
Cinnamon, Ceylon	.22	25
Cassia	16	24
Cassia	.16	64
Cloves	.20	36
Allspice	.10	17
Nutmegs	.30	65
Mace	.80	90
Laurel Leaves, in bales		.07
Lalrel Leaves, in small lots,		10

SPICES. Ground.

Pepper, per lb	22
Cayenne, per lb	29
Cloves, per lb	25
Mustard, No. 1	22
Mustard, No. 1	15
Cinnamon, per lb	..
Chicken C'yenne	32
Ground Chili	..

Paprika.

1 oz., per doz	1.15-1.15
2 oz	1.50-1.85
4 oz	2.75-2.85
8 oz	4.50-4.25
16 oz	8.00
2½-lb tins, per lb	
5-lb tins, per lb	
Bulk, per lb	

MUSTAR.

Colman's, ¼s, per lb	.52
Colman's, ½s ,per lb	.48
Colman's 1s 1s, per lb	.46
Colma'ns 5s ,per lb	.43
Keen's ¼-lb tins, per lb	.49
Keen's, 48 ¼-lb tins, pr lb	.49
Keen,s, 12 ½-lb tins, pr lb	.46
Keens, 12 1-lb tins, per lb	.46

Prepared.

Louit Freres, 2 doz to cs. per doz	2.40
Imitation Freres, 2 doz to cs, per doz	.75
Dusseldorfer, 1 doz pts in cs	1.60
Eddy's Salad, sm.	.92½
Eddy's salad ,medium	1.35
Eddy's large	2.00

EXTRACTS FLAVORING
Schilling's Best.

Triple Strength, Pure and Uncolored, Sprinkling Tops.
Full Measure. Never sold in bulk

	Lemon and Others	Vanilla and Rose
1 oz	1.30	1.80
2 oz	2.00	3.00
4 oz	3.75	5.75
6 oz	5.50	8.50
8 oz	7.25	11.00
16 oz	14.00	21.50
32 oz	27.00	42.00

Department 18.
BAKING POWDER, ETC.

Royal

	1 cs	5 cs	15 cs
¼ lbs .cans.	$1.38	$ 1.36	$ 1.34
6 oz. cans..	1.92	1.89	1.87
½ lb. cans	2.57	2.52	2.50
12 oz cans.	3.82	3.75	3.72
1 lb cans..	4.95	4.85	4.80
2½ lbs cans	11.65	11.40	11.28
3 lb cans..	13.60	13.34	13.20
5 lb cans..	22.35	21.90	21.68

An extra discount of 1 % if packed in barrels.

Schilling's Best.

Never sold in bulk.

10-lb tins, per doz	$39.00
5-lb tins, per doz	20.00
4-lb tons, per doz	16.00
3-lb tins, per doz	12.50
2½-lb tins ,per doz	10.50
16-oz tins ,per gross	53.00
12-oz tins, per gross	41.00
8-oz tins ,per gross	28.00
6-oz tins ,per gross	22.50
4-oz tins, per gross	16.50

Miscellaneous.

K. C., 10 oz., per doz..	.85
K. C., 15 oz., per doz....	1.25
K .C., 25 oz., per doz....	2.12½
K. C., 50 oz., per doz....	4.00
K. C., 8 0oz., per doz....	6.50

Cream Tartar.

Standard, bulk, 30-lb box.	.20
Standard, 12 1-lb tins....	.22
Pure, 400-lb bbls	.27
Pure, 50 or 25-lb box	.28
Pure, 5-lb tins, per 16	.40
Pure, ½-lb tins, per doz...	2.65
Pure, 1-lb tins, per doz....	5.50

SODA.

Churches ,A. & H., 30 or 60 1's	.05¼
Dwight's Cow Brand, 60 1s	.05¼

(12-oz. pkg. ⅛c more; 8-oz. package ¼c more; 5 cs lots, ¼c less.)

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Department 19.

This Dept. is corected by
Wellman, Peck & Co.
FANCY GROCERIES.

Bouillion Capsules.

Anker's, 10 capsules in box per doz boxes 3.00

BEEF EXTRACT

"Rex," 2 oz per doz	4.40
" 4 oz " "	8.00
" 8 oz " "	14.75
" 16 oz " "	27.50
Marshall's 2 oz, per doz	2.65
Liebig's, 2 oz, 32 12s to cs, dz	4.55
" 4 oz, 16 12s to cs "	8.50
" 8 oz, 8 12s to cs, "	15.90
" 16 oz, 4 6s to cs, "	29.75
Libby's, 2 oz, per doz	4.45
" 4 oz, " "	8.00
" 8 oz, " "	14.00
" 16 oz, " "	26.00

Capers.

Capotes, 1 doz in case	1.75	2.35
Nonpareil, small		1.40
Nonpareil, large		2.75
Nonpareil, Imperial qts.		10.00
" , 2 litre		20.00
" 4 "		37.50

CHOCOLATES.

Baker's.

German Sweet, 6-lb boxes ⅛s and ¼s 24
Eagle, 12 1s.....23
Premium, 12 1s.....31
Vanilla, 12 ⅛s.....44
Powdered, ¼s, ½s, 1s 12 lb boxes 29
Subject to quantity discounnt.

Ghiradelli's. In paper.

Eagle, 24 1-lb.....20½
Eagle, 12 1-lb.....21
Eagle, ½-lb.....22½
Eagle, ¼-lb.....23½
Crescent, 6, 5 to lb.....18
Crescent, 12, 5 to lb.....17½
Cal. Sweet, 6, 6 to lb.....22½
Cal. Sweet, 12, 6 to lb.....22
Monarch, 12 1 & ½-lb.....26
Monarch, 12 1-lb.....25
Monarch, 12 ½-lb.....27
Star, 24 1-lb.....19
Star, 12 1-lb.....19½

Ground. In tins.

Ghirardell's, 12 1-lb.....25½
Ghirardelli's, 24 1-lb tins....25
Ghirardelli's, 60 1-lb tins....24½
In delivery cases.
Ghirardelli's 60 3-lb tins....23
Venard's, 24 1-lb tins.....20
Venard's, 60 3-lb tins.....19
Miner's, 12 1-lb tins.....22½
Miner's, 24 1-lb tins.....22
Miner's, 20 3-lb tins.....21
5 per cent off on 120-lb lots

COCOAS.

Baker's Bkfst, ½s, 1s & 5s....40
Van Houten's, ¼s & ½s.....90
Van Houten's, 1s.....85
Royal Dutch, 12 ¼s.....85
Royal Dueth, 12 ½s.....75
Royal Dutch, 12 1s.....70
Epp's, 14 ½s.....40
Fry's, 12 ½s.....39
Webb's, 6 ½s.....28
Lowney's, 6 ½s.....37
Ghirardelli's Bkfst, 6 ½s.....36½
Ghirardelli's Bkfst, 12 ½s....36
Ghirardelli's Imprl, 6 & 12 ½s48
Miner's Bkfst, 6 ½s.....35½
Miner's Bkfst, 6 1-5s.....38

Cereal Coffee.

Postum, 24 ½'s, per doz....$1.35
Postum, 36 1's, per doz..... 2.25

29

Maraschino Cherries.

Long's qts., 12 in cs., per case $7 75
Long's pts., 24 in cs., per case 8 75
Long's ½ Pts., 48 in cs., per case 9 75
Long's Gal. Jars, 6 in cs. per case 7 00

Chutney.

Bombay, assorted qts..... $6.25
" assorted pts..... 4.00
" Major Grey, qts.... 6.50
" Major Grey, pts.... 4.25

CIDER.

Mott's boiled, doz qts..... 3.25
Monroe's, champagne, doz.. 2.50
" boiled, doz..... 2.75
Bidwell's, " "..... 2.50

COCOANUT.

Baker's.

Brazil shr'ded or Table Talk. long thread, 20-lb pails lb..14
" 150-lb bbls. per lb..13
Table Talk in parchment bgs, cases of 30's, 60½'s or 30½'s and 15 1's.....14½

Schepp's.

Shredded 1-lb pkgs. per lb..23
" ½-lb pail, per lb..24
" ¼-lb pail, per lb..25
" 12 5c pkgs.....47½

Dunham's.

Shredded, 1-lb ppr, per lb...27
" ½-lb ppr, per lb..28
" ¼-lb pksg, per lb.29

CONDENSED MILKS.

Condensed Milk Co.

Gail Borden Eagle Brand.

Eagle, 1 case.....$6.80
" in 5-case lots..... 6.65
Pony $2.25
Challenge 4.65
Floral 4.50
Rose 4.60

Borden's Malted Milk.

Trial size, per doz..... .90
Small Size 4.00
Large size 8.00
Hospital Size.....33.00

Borden's Pioneer Brand Evaporated Cream.

Large cans, 4 doz in case.... 4.00
Peerless 4.70
Yacht 3.50
Family Size, 4 doz in case.
Quart, 2 doz in case.
All above brands guaranteed.

Alpine Cream.

20-oz, 1 to 5 case..... 3.75
20-oz, 5 to 10 case..... 3.70
20-oz, 10 to 25 case..... 3.65
20-oz, 25 to 50 case..... 3.60
20-oz, 50 cases or more..... 3.55
8-oz, 96 to case..... 3.90
Gal., 6 to case..... 3.80

Carnation Cream.

20-oz, 1 to 4 case..... 3.75
20-oz, 5 to 9 case..... 3.70
20-oz, 10 to 24 case..... 3.65
20-oz, 25 to 49 case..... 3.60
20-oz, 50 case or over..... 3.55
Gal., 6 to case, 15c less.

Miscellaneous.

St. Charles, 4 doz in case....$4.60
St. Charles, 5 case lots..... 4.50
Jersey, 4 doz, per case..... 3.85
Lily 4.00
Highland 4.10
Pet, reg., 4 doz to case..... 3.35
Baby Pet, 6 doz to case..... 3.00

30

Cottolene.

25, 4s or 10s, cs of 60 lb....$7.25
5 case lots 7.15
10 case lots 7.05
25 case lots..... 6.95

Curry Powder.

Crosse & Blackwell's, 2-oz.. 1.50
Crosse & Blackwell's, 4-oz.. 2.40
Crosse & Blackwell's 8-oz... 4.00
Crosse & Blackwell's, 16-oz.. 6.50
Desabhoy, Bombay, 16 oz.... 3.25
Desabhoy, Bombay, 32-oz 5.00

Gelatine.

Knox's, per doz.....$1.20
Knox's per gross..... 14.00
Cox's per doz..... 1.20
Keck's, per doz..... 1.10

Ginger Confections.

China, per case of 6 stone jars 2.50
China, Chyloong small stone pots, per doz..... ....
Crystallized glace, ½-lb. tin, per doz. 2.50

Hops.

No. 1, ¼ lb, 30-lb box, lb.... .30
No. 1, 1 lb, 30-lb box, lb.... .30
Less than 30-lb boxes..... .31

Lemon Sugar.

Gilt Edge, 24½s, per doz.. 1.37½
Gilt Edge, 24 1's, per doz.. 1.85

Lime Juice.

Tahita, 24 8 oz, per doz....$1.25
Tahita, short measure, 16-oz. 1.50
Tahita, full measure, 32-oz..2.50
Tahita, bulk, gal..... 1.00

Mushrooms.

doz.
Le Court, 100 to case.....$2.75
La Forrest, 100 to cs..... 2.75
Hotel, 100 to case..... 1.85
Fancy Stuffed, pts..... 4.00

Peanut Butter.

Heron's 2 doz to cs, per doz 2.40

Peels.

Citron, 25-lb box..... .24
Citron, 10-lb box..... .25
Lemon, 25-lb box..... .15
Lemon, 10-lb box..... .15½
Orange, 25-lb box..... .15
Orange, 10-lb box..... .15½

Plum Pudding.

Curtice, Indivi dual, doz....$1.10
" 1-lb, doz..... 2.50
" 2-lb, doz..... 4.50
" 3-lb, doz..... 6.50
C. & D., 1s, 2 doz to cs, dz.. 2.50
" 2s, 12 to cs, doz.. 4.50
" 3's, 6 to case, doz.. 6.50
" 4's, 6 to case, doz.. 8.50
R. & R., Individual, doz.... 1.00
" 1's, per doz..... 2.65
" 2's, per doz..... 4.60
" 3's, per doz..... 7.10

Salad Dressing.

Durkee, small, 2 dz, per doz.. 2.65
" large, 1 doz., per doz. 4.40
" picnic size, 1 dz, pr dz 1.00
My Wife's, 1 dz, 16-oz case.. 2.75

"Primrose" Salad Oil.

Tierces, about 50 gal. gal....$ .40
1 gal. tins, 10 to case, gal.. .70
5 gal. tins, 1 to case, gal.... .45
½ gal tins, 20 to case, gal.. .75
Quart bottles, 12 to case, doz 1.85
Pint bottles, 24 to case, doz.. 1.00
½ pint bot., 36 to case, doz.. .85

Saratoga Chips.

(Less 5 per cent.)
Bulk, 15-lb. box..... .20
Cartons, 6-oz., 24 in case, doz 1.30

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SALT.

Cal. Table & Dairy, 75 2's, 60 5½'s, 50 3's, 30 5's, 15 10's and 8 20's, per bale..... 1.65
Do 50-lb bags, ton..... 10.50
Leslie's Sterilized, 75 2's, 50 3's, 40 4's, 30 5's, 15 10's, and 8 20's..... 2.25
Do 50-lb bags, ton..... 20.00
Imptd Liverpool, 50s, ton....19.00
" " 100s, ton ....
" " 200s, ton ....

H. R. H. Liverpool.

Bales of 75, 2's per bale....$1.75
Bales of 50 3's, 40 4's, 30 5's, 15 10's & 20's per bale... 1.75
Bags, 50's, per ton.....11.00

Rock Salt.

Half-Ground, 100-lb sks, ton. 6.50
" 50s, ton..... 7.00
Stock, 100-lb sacks, per ton 5.75
" 50's, ton..... 6.25

Package Salt.

Leslie's Sterlized, 48 2's..... 2.75
" " 24 3's..... 2.00
" " 20 5's..... 2.50
" " 50 2's..... 3.60
Shaker Salt, per doz..... .95
R. S. V. P., 3s, 24 to cs.pr cs. 2.20
R. S. V. P., 5s, 20 to cs.pr cs. 2.70

Celery Salt.

Merten's, 1 doz in box..... 1.25

SOUPS.

Anderson's, concentrated..... .90
Campbell's, Tomato..... .90
" other varieties. .95
Snider's, Tomato, 3's..... 2.60
" " 2's..... 1.85
Van Camp's ..... .90
Libby's, 2's, assorted..... 2.35
" 1's, " 1.40
" concentrated, 1's..... 1.00

Franco-American.

	Qts.	Pts.
Mock-Turtle, Ox-Tail, Consomme, Bouillon, Julienne, Vegetable, Beef, Pea..	3.15	1.80
Chicken	3.50	2.00
" Gumbo	3.30	2.00
Green Turtle, thick....	7.00	3.60
" " clear	9.50	....
Mulligatawney	3.50	2.00
Tomato	3.15	1.80
Assorted	3.25	1.85

Truffles.

1-16 glass, per doz..... 3.60
1-16 tins, per doz..... 2.75
⅛ tins, per doz..... 5.25
¼ tins, per doz.....10.45
½ tins, per doz.....20.35

Yeast Cakes.

Great Western 1.00
Gillet's Magic 1.20
Yeast Foam 1.20

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Department 20.

GROCERY SUNDRIES.

Axle Grease.

H & L., per case.....$1.65
C. & S., 2-doz case, per case 2.00
" 5 " " 1.90
" 10 case lots..... 1.80
Frazer's 2 doz case per case 1.90
Frazer's 1 doz asst per case 1.00
Frazer's 1 doz pails .....
Mica, 3 doz tins, per case .. 2.00
Castor Oil, 2 doz 1s... .. 2.40

Paper Bags.

Automatic Self Opening, 500 in pkg., List.

½-lb		1-lb	$ .50
½-lbs	1.20	10-lb	5.20
1-lb	1.60	12-lb	6.30
1½-lb	1.70	14-lb	7.00
2-lb	2.00	16-lb	8.00
3-lb	2.50	20-lb	10.00
4-lb	2.90	25-lb	11.00
5-lb	3.40	30-lb	13.00
6-lb	4.00	35-lb	15.00
7-lb	4.40		

Sugar Bags, broad bottom, lb .06

Discounts from above list:

Cheapets, 50% and 5 10
Eagle or Equal, 50% and 2 10s
White bags, 50% and $1.10
Mikado (stripped) 40%
Leon, 40% and 10%

Bluestone.

Barrels, per lb..... 10½
5 Bbl lots, per lb..... 10

BATH BRICK

Bristol, 2 doz, per case..... .95
Powdered, 20 1s, per case....1.15
Powdered, 40 ½s, per case...1.25

CANDLES.

Adamantine.

Schneider's 14 oz 20s..... .11
Hotel, 12 oz 40s..... .11
Eugene, 16 oz 20s..... .11½
Anchor, 12 oz 20's..... .09½
Electric Light, 10 oz, short .08½
" " 10 oz, long.. .08½

Stearic.

Schneider's 14 oz 20..... .12¾
Schneider's 14 oz 40s..... .12¾
Rising Sun, 14 oz, wptd, 20's .13½
" " 16 oz, wpt, 20's .15
" " 16 oz, unwptd, 40's .14½

Paraffine, Etc.

Per lb

1s, 6s in cartons of 24 lbs box .11
12s, in cartons of 24 lbs box .11½
1 lb cartons of 24 lbs box .11½
1 lb cartons of 25 lbs box .11
Colors, 1c higher.
Beeswax pure for altars .35
Do No. 1 .32½
Do No. 2 .30
Christmas, all sizes.....8 .08½
Do assorted, per gross .85
Wax Tapers, per doz pkgs .50
Do Per gross.....9.00
Night Lights, Cotton tape & wd, per doz..... .40
Do French, in tin box 85 1.25

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Egg Food.

Pratt's, 26-oz, 2 doz in cs....$6.00
Wellington's, 1-lb, 2 doz box. 6.00

Fly Paper.

Sticky (holders gratis.....$ 2.50
Tanglefoot, per case..... 2.50
Tanglefoot Holders, per case of 50 ..... .35

Fruit Jars.

(Net cash—no discount)
Mason's, pts, per gross..... 7.35
Mason's, qts, per gross..... 8.25
Mason's, ½ gals.....10.00

Fruit Jar Caps.

Porcelain, 6 doz to box,per bx 2.75

Fruit Jar Rubbers.

No. 1 white, per lb.....50-60c
"Gold Seal," cartons, per gr .75
"Badgers," cartons, per gr.. .60

Glue.

Le Page's, 1 oz per doz..... .80
Le Page's, 2 ob., per doz.... 1.30
Le Page's ½-gill tins, per doz 1.50
Le Page's, 1-gill tin, per doz 2.00
" " Tubes, small, gr....12.00
" " " big, per gr....18.00

Cordage.

Basic price—Manila 15¾, Sisal 10¾, (5,000 lbs. ¼c and 10,000 lbs. ½c less.) All kinds advance on base price per pound as given underneath:

	Sis.	Man.
Rope, 1¼-in..(7-16 diam and upwards)	..basis	basis.
" 12 thread (⅜ diam)	½	½
" 6 and 9 thr. (¼ and 5-16 diam)..	1	1
" Bale, 3 and 4, strand	½ less	basis
" " 2, 6, 8 st'nd	½	½
Lath Yarn	basis	basis
Hop Twine, tarred....	1	1
Grape Vine Twine.....	1	1
Spring Twine.....	..	2½
Paper Twine, unoiled..	½	2½
Whale Line and Bolt..	..	1
Hawesr laid rope for well-boring	...	1
Transmission of Power	..	5
Lanyard and Tarred...	..	basis
Lariat Rope, hd tw, unoiled, 3 & 4 st'd..	1	1
Sash Cord, in coils....	..	5

RETAIL GROCERS

Own and Conduct

THIS PAPER.

They

Read It.

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Cuttle Bone.

Birds', per lb..... .25

Insect Powder.

Bubach, 2-oz, per doz..... 1.25
" 4-oz, per doz..... 2.25
" 8-oz, per doz..... 3.90
" 16-oz., per doz..... 7.00
" 6-lb, per lb..... .63

Matches.

Tins, full count..... 1.65
Boys', 12 doz boxes..... 1.50
Swedish Safety, per gross.... .70
Swedish wind, 1 gross..... .65
Vulcan Paraffine, 65s per gr .55
Do 50 grs lots..... .50
Do 200s, per gross..... 2.40
Do 400s, per gross..... 3.75

Diamond Match Co.'s.

Anchor, 200s..... 1.70
Do. 500s..... 4.00
Bird's Eye, 500s, gr..... 3.75
Butterfly Wax, 500s..... 8.00
Home Safety, 100s..... 5.50
3 Noes Safety, 100s..... 7.75
Bees Wax, 100s..... 4.50
Globe, 100s 5.00
Domino, case 2.75
G G, 60s..... 2.75
Red Top Safety 2.75
S. & C. Eastern Parlor 80's.. 4.25
S & C., 300s..... 3.25
Press, 100s, 5-gross case.... 4.75
Little Star, per case..... 2.20
Search Light, 100s, large,1 gr 4.75
(Dis. 25c per cs on 5 cs lots)

Paper, Wrapping.

Butter, White, per ream.. .20
Do Waxed, per ream... .25
Manilla,No. 2,roll,any sz lb .04¼
Manilla, No. 1, rolls or flat .05
Straw, per ream..... .90
Do rolls, any size, per lb .03½
Drab, per ream..... .60
Do rolls, any size, per lb .02¾

Paper, Toilet.

Royal, 100 folls of 500 shts.. 4.00
O Keyed, 5-oz rolls, per case 2.50
Royal, 8-oz rolls, per case.. 4.25
O Keyed, tablets, per caes.. 3.75
Pastime, tablets, per case... 4.50
Union, per case..... 7.00

Polishes, Shoe.
Bixby's.

"BBB," size M.. ¼
"BBB," size M., ¼ gr. box.. 1.25
"BBB," size B, per ¼ gr. box 2.50

Day & Martin's.

Large, 6 dz to case, doz.... 3.00
Medium, 6 dz to case, doz.. 2.25
Small, 10 dz to case, doz.... 1.00

Mason's.

No. 4, ¼ or 1 gr. to case, gr. 5.50
No. 3, 2 gr. to case, gr..... 3.90
No. 2, 2 gr. to case, gross.... 3.25
Black Paste, 1 gross..... 7.00

Polish, Stove.

Rising Sun, large pkg., per gr 6.25
Do 5-gross lots..... 6.00
Do Small pkg., per gross.. 3.85
Sun Paste,lrg, ¼ gr bx per gr 5.00
Enameline, No. 4 tins, per gr 5.25
Do No. 6 tins, per gr.... 8.25
Do Liquid, pt-tins, bx 3 dz 2.25

X-Ray Stove Polish.

Small, 3 doz. to case, per cs 1.50
Large, 3 doz to case, per cs 2.50
(½ doz. free with each case.)

Polish, Metal.

Electro Silicon, 1 gr in case per doz ..... .80
Brilliantshine, ½ pts, per doz .95
Brilliantshine, qts, per doz.. 3.15
Brilliantshine, qts, per doz.. 3.10
Do 1 gal tins, per tin..... .85
U. S. Metal Polish, qts..... 3.00
" " pts 1.70
" " ½ pts..... .90
U. S. Metallic Polish Paste, 1 lb. package, doz..... 3.00
½ lb package, doz..... 1.75
3-oz package, doz ..... .50
Barkeeper's Friend, pwdr, gr.19.00

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Seeds.

Anis ..... .15½
Canary ..... .06½
Caraway .....8 .15
Celery ..... .17½
Coriander ..... .11
Cumin ..... .17
Flax, ground ..... .06
Flax, whole ..... .06
Hemp, sacks ..... .07
Millet ..... .06½
Mustard ..... .09¾
Poppy ..... .15
Rape, Cal ..... .06½
Bird gravel, 2s, per doz.... .85
Bird Seed Mixed, 48 1s, pkg .07½

Original sacks ½c less.

Sheep Dip.

Little', 10-gal tins, per gal.. 1.20
Little's, 5-gal drums, per gal 1.20
Smith's, 10 ½-gal tins, gal .95
Smith's, 5-gal drums, per gal .95

Shoe Dressing.

Alaska, 3 dz to cs, per gr....20.00
Boss, 3 dz to cs, per gr..... 9.00
Russian, 3 dz to cs, per gr..12.00
Shinola, per gross.....10.00
16 Shinola outfits of brush and dauber, no charge.
Shinola paste, case of 3 doz 2.50
3 solid brass schoops, no charge.
Mason's, 1 doz..... .85
Mason's Russett, per doz..... .45

Bixby's Polishes.

Jet Oil, 12 in box..... .85
Jet Oil, 3 doz in box, with Marvel brush free..... 2.55
Royal, 12 in box..... .85
" 3 dz in bx 8 pkgs, 5c tacks free 2.55
Shoe Satin, 1 doz, per doz (large combination) 1.25
" " 1 doz, per doz, (small combination) ..... .75
No. 5 Shoe Satin, doz..... .40
No. 10 Shoe Satin, doz..... .80
No. 5 Satinola, doz..... .40
Satinola combination, small, per gross 9.00
" " large per gr..14.50

Twine.

Cotton, 4 ply, 100 lb bals lb ..25
Do 3 ply, 100-lb bales.... .25
Do 2-lb cones, per lb.... .26
Hemp, 8-oz blls, pr 3-lb pkg .70
Do 4-oz blls, pr 3-lb pkg .75
Sack, 4 ply, 12-lb pkgs, lb.. .33

Binder Twine.

Pure Manila,650 ft to lb,pr lb 14½
Manila, 600 ft to lb, per lb. .13½
Standard, 500 ft to lb, pr lb 11½
Sisal, 500 ft to lb, per lb.. .11½

Wax.

Fruit, 25 1-lb pkgs, per box.. 1.30
Japan, per lb..... .20
Beeswax ..... .38
Pure Ref. Paraf., 40 1s. lb .09½
" " " 20 1s, lb.... .09½

Wax Strings.

12 in. 10 pkg. 100 stgs each.. 1.60
14 in. 10 pkg. 100 stgs each.. 1.75

Whiting.

Powdered, in bbls..... .02½
In boxes 24, lrg pkgs..... 1.25
In boxes 48, small pkgs.... 1.35
" " astd 16 lrg. 16 sml, box 1.30

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Department 21.

PICKLES, VINEGAR, RELISHES, ETC.

CATSUPS.

Snider's, qts. doz..... 3.75
" pts " 2.40
" 1½ pts, " 1.40
Campbell's, ½ pts, doz..... 1.15
Heinz, 10-0z 1.45
" 12-oz 1.85
" 17-oz 2.75
Blue Label, 25 ½-pts. to cs 3.10
Blue Label, 25 pts to cs.... 5.00
Blue Label, 12 qts to cs.... 4.00
Long's Fruit Catsup.
Pts, 24 t o cs, case..... 4.75
½-Pts, 48 to cs, " 5.75
" 2, 5 and 10-lb tins, lb 1.60

SAUCES.

Holbrook's, ½ pts..... 2.40
" pts 4.00
Lea & Perrin's, small..... 2.75
Lea & Perrin's, medium..... 5.00
Lea & Perrin's, large..... 8.25
5 cases, 5c per doz less.
Tobasco, McIlheny..... 4.10
Tobasco, New Iberia..... 3.50
Bengal Worcester, ½ pt.... .55
Bengal Worcester, pt..... 1.05
Pepper, sprinkle top, ½ pt.. 2.00
Superior Pepper, small..... 1.00
Superior Pepper, large..... 1.90

HORSE RADISH.

Picnic Gems, doz..... .95
Pints, doz..... .95
Medium, doz..... 1.30
Quarts, doz..... 2.50
10-Gal. Kegs, gal..... .78
5-Gal. Kegs, gal..... .80
2-Gal. Pails, gal..... .85
1-Gal Pails, gal..... .90
Standard Kegs, 10s, keg.... 6.50
" " 5s, keg..... 3.25
" " 3s, keg..... 2.00

FRENCH MUSTARD.

(In bulk.)

	Cal. Home Brand	Standard
Bbl, per gal.....	.35	.30
½ bbl, per gal.....	.37	.32
¼ bbl, per gal	.40	.34
10-Gal Keg.....	.42	.36
5-Gal. Keg.....	.45	.38
2-Gal. Pail	.50	.45
1-Gal Pail.....	.55	.60
Standard Keg, 10s.....	3.50	3.00
" 5s,.....	1.75	1.50
" " 3s.....	1.50	1.25

In Glass, Cal. Home Brand.
8 oz, 2 dz to case, per doz.... .95
14-oz, 2 doz to case, per doz 1.75

Standard.

6-oz, small bbl..... .80
8-oz, Dusseldorf ..... .90
16-oz, " 1.40

SAUERKRAUT.

Cal. Home Brand—Dry Pack
Bbl, 50-gal.....13.00
½-bbl, 32 gal..... 9.00
¼-bbl, 15 gal..... 5.00
10-Gal Kegs..... 3.25
5-Gal Kegs..... 1.75
2-Gal Pails..... .85
1-Gal Pails..... .60
Standard Kegs, 10s..... 2.50
" " 5s, ... 1.25
" " 3s, ... 1.00

(Continued on next page.)

Department 21.

PICKLES, VINEGAR, RELISHES, ETC.

This Department is corrected each week by the Pacific Vinegar & Pickle Works.

PICKLES IN BULK

California Home Brand

Uniformly Assorted by Hand and Count Guaranteed	½ bbl 32 gal.	¼ bbl 16 gal.	½ bbl 32 gal.	¼ bbl 16 gal.
		Sour	Sweet	
Special Small Gherkins ⅛ bbl 6000 ¼ bbl 3000	17.00	9.00	21.00	12.50
Special Small Mixed Pickles Same count	17.00	9.00	24.00	12.50
Gherkins ½ bbl 4000 ¼ bbl 2000	14.00	7.50	21.00	11.00
Mixed Pickles	14.00	7.50	21.00	11.00
Small Medium Pickles ½ bbl 2000 ¼ bbl 1000	12.00	6.50	16.00	8.50
Chow Chow			15.00	8.00

Package Count	Bbl 1800	Bbl 1500	½ bbl 1200	¼ bbl 600	½ bbl 1000	¼ bbl 500
DILLS	15.00	11.00	10.00	6.00	9.50	5.50

Jumbo Dills.—bbl. 3000, $12.00; ½ bbl. 850, $8.50; ¼ bbl. 450, $4.50.

California Home Brand.

Sour and Sweet, (Plain or Mixed), German Dill, Chow Chow and Onions

	Ex1 Mid gets	No1 Sml	No2 Mdn	No3 Lrg	Dills	Swt Mid gets	Sweet Gherkins	Chow Chow	Pearl Onions
Barrels 50 Gals.	$0.40	$0.36	$0.33	$0.28	$0.28	$0.60	$0.55	$0.40	$0.40
½ Bbls 32 " ..	.42	.38	.35	.30	.30	.62½	.57½	.42	.42
¼ " 16 " ..	.44	.40	.37	.32	.32	.67½	.62½	.44	.44
Kegs 10 " ..	.46	.42	.39	.....	.34	.67½	.62½	.46	.46
" 5 " ..	.48	.44	.41	.....	.36	.70	.65	.48	.48
Pails 5 " ..	.48	.44	.41	.....	.36	.70	.65	.48	.48
" 2 " ..	.60	.55	.50	.....	.28	.75	.70	.60	1.00
" 1 " ..	.75	.65	.60	.....	.50	.85	.80	.70	1.10
Sd kgs, 10's 8 gls	3.75	3.50	3.25	2.00	2.75	5.50	5.00	3.75	7.25
" " 5's 4 "	2.00	1.75	1.65	1.00	1.50	3.00	2.75	2.00	3.75
" " 3's 2½ "	1.50	1.25	1.15	.85	1.00	1.75	1.60	1.50	2.25

"CENTAUR BRAND"

Sour (Plain or Mixed), German Dill, Chow Chow and Onions

Midgets Small Medium Select'd Dills Chow Chow Pearl Onions

	No1 Mid gets	No1 sml	No2 Mdn	No3 lrg	Ger man slct Dill	Chow Chow	Pearl	Onions
Barrels....50 Gals.	$0.37	$0.33	$0.30	$0.25	$0.25	$0.32		
½ " ....32 "	.39	.35	.32	.27	.27	.34		.27
¼ " ....16 "	.41	.37	.34	.29	.29	.36		.29
Kegs, 10 gal.	.43	.39	.36	.31	.31	.38		.31
" 5 "	.45	.41	.38	.33	.33	.40		.33
Pails 2 "	.57	.51	.47	.....	.35	.45		.35
" 1 "	.67	.61	.57	.....	.45	.55		.50
Stand Kegs, 10's, 8 Gal.	3.50	3.25	3.00	1.60	2.50	3.20		
" " 5's, 4 Gal.	1.85	1.65	1.50	.80	1.35	1.60		
" " 3's, 2½ Gal.	1.40	1.15	1.00	.70	.90	1.10		1.00
" Pail, 5's, 4 Gal.	.....	.....	.....	.....	.99	.....		.....

PICKLES IN GLASS

California Home Brand

Pat. Top—English or Octagon	10 oz	½ Pt.	Pt.	Qt
Gehrkins Sour	1.35	1.60	2.30	
Mixed Pickles	1.35	1.60	2.30	
Chow Chow	1.35	1.60	2.30	4.50
Pearl Onions	1.75	2.00	3.25	
Sweet Gherkins	1.75	1.90	2.75	5.00
Sweet Mxd Pickles	1.75	1.90	2.75	5.00
Seref Gurken			2.75	5.00
Stuffed Peppers				6.50

CENTAUR BRAND

American Style—Square Bot Eng. style, Round Bot.

	Pt'nic	Pts.	Qts.	½ Gl.	Gal.	¼ Pt.	½ Pt.	Pt.	Qt.
Gherkins	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	
Mixed Pickles	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	
Chow Chow	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	
Picadilli	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	
Mexican Hot	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	
Cal. Onions	.85	1.00	1.10	2.25	4.00	.80	1.05	1.50	
Pearl Onions	1.15	1.50	2.25	4.00	6.75	1.15	1.60	2.50	4.50

TOMATO CATSUP.

	In Glass, per doz. ½ Pt.	Pt.	Qt.	Glass, per Bbl ½ Gl	1 Gal	5 Gal	Screw Top
Cal. Home Brand.	1.35	2.00	3.25	.70	1.00	1.90	.80	.75
Sunrise	.....	.....	.....	.50	.85	1.60	.65	.60
Sunset	.90	1.65	2.75	.35	.60	1.20	.40	.35
Standard	.80	1.10	2.00	.....	.....	.....	.....	.....

Tomato Catsup—In Bulk.

Cal Home Brand
Sunrise ..... .45
Sunset .....

PASTE SAUCE.
In Glass.

Sal. Home Brand
Worcestershire
Chestershire .....

Tomato Sauce in Bulk.

Cal. Home Band..
Worcestershire ...
Chestershire .....

VINEGAR
Commercial Wine, Cider, Malt or Spirit Vinegar

Barrels
½ Barrels
10 Gal. Kegs .19
5 Gal. Kegs .21
3 Gal. Kegs .23

HIGH GRADE VINEGARS

California White Wine Vinegar
California Red Wine
Apple Cider Vinegar
Cases

RELISHES AND CONDIMENTS.
Miscellaneous.

Tabasco Sauce
Chili Sauce
Soy

California Home Brand

Sweet Relish
Chow Chow Relish
Chili Sauce

Department 22.

WOOD AND WILLOW WARE.

AXE HANDLES.

Per doz
No. 1, 36-in., doz
No. 2, 36-in., do

Buckets.

Per doz
Oval, Spruce, No.
Oval
Oval
Oval

41

Can Openers.

King, doz ..... .75
Sprague, doz ..... .45

Carpet Sweepers.

Bissell's, per doz, 25.00 to 27.00
Standard, per doz..... 23.00

Cheese Safes.

Round, 22-in. each..... 2.25
Square each 4.00

Clothes Lines.

Hemp, 40-foot, per doz..... 1.00
Hemp, 60-foot, per doz..... 1.50
Cotton, 40-foot, per doz..... .80
Cotton, 60-foot, per doz..... 1.20
Sash Cord, 60-foot, per doz.. 1.75
Sash Cord, 90-foot, per doz.. 2.50
Wire Cord, 50-foot, per doz.. 1.05
Wire Cord, 75-foot, per doz.. 1.60
Wire Cord, 100-foot, per doz.. 2.10

Clothes Line Pulleys.

Galv. Iron, with eye.....$0.50
" " with hook ..... .60

CLOTHESPINS.

Common, per box of 5 gross. .65
U. S. Patent Spring, per gr.. .60

CORKS.

Wine, pt size, per M.....$4.20

Demijohns.

(Discount of 40%.)

½ gal..... 5.25
1 gal 7.25
2 gal..... 12.00
3 gal 15.00
5 gal 21.00

Dust Pans.

No. 1 Japan, doz..... .72
Covered, doz 1.25
Janitor, doz 2.25

Dusters.

Per doz
China, fancy colored..... .75
Standard Turkey, No. 10.... 2.00
" " No. 12..... 2.70
" No. 14..... 3.35
" " No. 16..... 4.35
" " No. 18..... 5.00

DOOR MATS, COCOA.

Per doz
Light, No. 1, 14x24..... 4.00
Do No. 2, 16x27..... 5.50
Do No. 3, 18x30..... 7.25
Do No. 4, 20x33..... 9.00
Medium, No. 1, 14x25..... 5.25
Medium, No. 2, 16x27..... 6.75
Medium, No. 3, 18x30..... 8.50
Medium, No. 4, 20x33..... 10.25
Extra, No. 2, 16x27..... 9.50
Extra, No. 3, 18x30..... 12.50
Extra, No. 4, 20x33..... 15.00
Extra, No. 5, 22x36..... 18.00
Keystone Steel Mats, sq. ft.. .30

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Faucets.

Per doz
Cork Lined, No. 0..... .45
" " No. 2..... .45
Cork lined, No. 3, doz..... .90
" " No. 4..... .60
" " No. 6..... .75
" " No. 8..... .90

Ironing Boards.

4-ft., per doz..... 4.40
4½-ft., per doz..... 5.00
5-ft., per doz..... 6.00
5½-ft., per doz..... 7.20

LAMP CHIMNEYS.

Electric—In Cartons.

No. 2, 6 doz in case, per doz 1.10

Lantern Globes.

Packed 5 doz in case..... .70

Aurora Rochester.

Per doz
No. 1, 6 doz in case..... .75
No. 2, 6 doz in case..... .90
No. 3, 6 doz in case..... 2.00

Macbeath Pearl Top.

No. 1 or A, 6 doz in case.. .85
No. 2 or B, 6 doz in case.. 1.05

La Bastie.

Heaviest and best in the Market.

Per doz
No. A, plain bulk, 6 doz in cs 1.22
No. B, plain bulk, 6 doz in cs 1.53
No. A, crimp bulk, 6 dz in cs 1.32
No. B, crimp bulk, 6 dz in cs 1.63

Common Chimney.

Per doz
No. 0 or E, 6 doz in case.. .40
No. 1 or A, 6 doz in case.. .45
No. 2 or B, 6 doz in case.. .65

LAMP BURNERS.

Opposition.

0 or E, per doz.....$0.50
1 or A, per doz..... .60
2 or B, per doz..4..... .75

LEMON SQUEEZERS.

Ball, per doz.....$0.85
Glass, No 1, per doz..... .50
Glass, No. 3 (for oranges) dz 1.25

MOPS AND HANDLES.

Per doz
9-lb. Mops 1.35-1.65
12-lb. Mops 1.80-2.20
Patent Mop Handles..... 1.00
Plain Mop Handles..... .90

PAILS.

Per doz
Wood, painted, 3 hoops..... 2.40
Wood, varnished, 3 hoops... 2.40
White Cedar, 3 galv. hoops. 3.05
Fibre 3.50
8-qt. gal. pails..... 1.83
Galvanized, 10 quarts..... 1.85
Galvanized, 12 quarts..... 2.35
Galvanized, 14 quarts..... 2.65

SHELF PAPER.

Per gross
Narrow, assorted colors..... .12
Lace paper, per box..... .30

TUBS.

White Cedar—No. 0, 13.00; No. 1, 10.50; No. 2, 9.00; No. 3, 8.00.
Fiber—No. 0, 18.00; No. 1, 14.50; No. 2, 12.50; No. 3, 11.00.
Galvanized, No. 1, $6.35; No. 2, $7.10; No. 3, $8.10; O Gal. Tub, $5.35.

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WASHBOARDS.

Per doz
California, regular size..... 2.25
Little Lady, glass..... 1.85
Little Lady, zinc..... 1.10
Peerless, double 3.50
North Star 3.65
Crystal Glass 4.40

Washing Machines

Majestic, family size, each....6.00
Snowball, family size, each..6.75
Leader, family size, each....7.00
Shelby, family size, each....7.75

WICKING.

Grs.
Lamp, 0 or E, ⅝-in.....$0.40
Lamp, 1 or A, ⅝-in..... .45
Lamp, 2 or B, 1-in..... .70
Lamp, 3 or D, 1½-in..... 1.10
No. 1 Rochester..... 2.25
No. 2 Rochester..... 3.25
No. 3, Mammoth.....10.50
Juionr Rochester..... 2.00
Stoves, 3-in..... 2.00
Stoves, 3½-in 2.50
Stoves, 4-in..... 2.90
Stoves, 4½-in..... 3.50

WRINGERS.

Wood Frame.

Two top screws; iron tub clamps.

Per doz
Royal, 10x1¾ inches.....37.50
Challenge, " 21.00
King Special " 22.50
Empire " 36.00
Century, 10 inches.....28.50
" 11 inches 31.50
" 12 inches 35.00

Iron Frame.

Superior, 10 inches.....29.50
" 11 inches 33.00
" 12 inches 37.00
Crescent 27.00

Ball Bearing.

Hitchcock 33.00

MISCELLANEOUS.

Barrel Covers, 17-in. (flour barrel size), per doz..... 1.80
Barrel Covers, 21-in. (sugar barrel size), per doz..... 2.70
Brownies, per doz....75 1.00 1.25
Butter Ladles, plain, doz.... .45
Butter Ladles, clays, doz.... .85
Butter Spades, doz..... .40
Dishes, oval, ¼-lb..... 1.50
" " 1-lb 1.75
" " 2-lb 2.25
Dishes, wire end, ½-lb..... 1.60
" " " 1-lb 1.75
" " " 2-lb 2.25
Egg Beaters, Dover..... 1.00
Measures, fiber, 4 pieces.... 1.25
(Set pt., qt., ½ gal and funnel)
Lanterns, O Tubular, doz... 5.25
Lantern globes, in bbls....70@95
Mouse traps, 1 to 5 holes, doz .....45@60
Mouse traps, "Sure Catch, dz .25
Traps, rat, "Blizzard" doz.. .75
Nest Eggs, per doz..... .20
Oil Cans, 1 gal., per doz.... 4.50
Oil Cans, gal., glvnzd iron.. 2.15
Oil Cans, 5 gal., glvnzd iron 7.00
Potato Mashers, per doz..45@75
Rolling Pins, per doz..1.35@1.50
Spoons, wooden.....30c, 37c .65
Step Ladders, each pr ft., 18@42½
Tacks, steel, asstd, 2-oz, doz .25
Tacks, Common, 2 oz, doz.. .11
Tapers, gas, 30 17-in, stgs.dz .65
Toothpicks, box.....2.25@2.50
Twine Holders, hanging, doz 2.00
Spittons, fiber, 13-inch..... 6.00
Spittons, fiber, 12-inch..... 4.75
Spittons, fiber, 9-inch..... 4.00
Whips ..... .90
Window Screens, 12-in., doz.. 2.40
Window Screens, 18-in., doz.. 2.81
Window Screens, 24-in., doz.. 3.27

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Department 23.

STATIONERY.

Corrected by the

Schwabacher-Frey Stationery Co.
42-44 Sutter St., San Francisco.

Blank Books.

Counter, 72 leaf, per grs.... 5.00
Counter, 90 leaf, per grs.... 6.00

Day and Ledger.

Cap, canvas, 200 pp., each.. .30
Cap, canvas, 500 pp., each.. 1.00
Crown Cloth, 150 pp., each.. .70
Crown Cloth, 300 pp., each.. 1.00
Cap, Im. Leather Bnd, 600 pp 3.20

Writing Paper.

Tanglewood.	Ream
Commercial Note, 5lb.....	.60
Commercial Note, 6lb.....	.72
Letter, 10-lb ex.....	1.20
Cap, 12-lb ex.....	1.44

Envelopes.

Per M
XX, 5-in ..... 1.00@1.50
XX, 6-in. ..... 1.10@1.60
XXX, 10-in. 2.80
XX, 4-in., Baronial cream or white ..... 1.40@1.80
XX, 5-in., Baronial cream or white ..... 1.60@2.00

Inks—Carter's or Diamond.

Black, 2 oz cylinder, p. gr.. 4.50
Red, 2 oz, 3 dz to box, pr bx 1.25
Black, 4 oz, per gr..... 7.20
" or Blue Blk, ½ pt, dz 2.17
" or Blue Blk, pt, dz.. 3.50
" or Blue Blk, qt..... 6.00

Lead Pencils.

Gross
Cedar, rubber tip..... 1.25
Red plshd, mtl rbbr tip, I.X.L 1.65
" Matchless 3.00
Yellow, pshd, rbr tip, round.. 4.00
" pshd, rbr tip, hexagon 4.00
Black, plshd, rbr, tip, Nos. 1, 2, 3, 4..... 4.50
Carpenters, 3 dz to bx, pr bx 1.00

Steel Pens.

Gross
Railroad, 1 gross in box..$0.40
Stub, ex fine, sml, mdn lrg .40
Falcon ..... .40
Bank ..... .40
Scoohl, fine ..... .40
Spencerian Nos. 1, 2 or 3.... .85
Gillets No. 404..... .50
Gillets No. 303..... .90
Pacific Mail, icnkle plate.... 1.00
Tuxedo 1.00

Mucilage.

2 oz, 3 dz to bx, per box.... 1.20
4-oz, per doz..... .80

Pass and Memo Books.

Printed Gro and Gen'l Store Pass, per gross..... 1.00
Duck Cover Memo, 6 sizes, per doz ..... .40
Imit. Leather Memo, 4x6, 48 leaves, per doz..... .75
Leather Memo, 4x6, 48 leaves, per doz..... 2.00

Playing Cards.

Gross
Steamboats, star or plaid... 9.00
Tiger, No. 101..... 14.00
Crow 15.00
Hornet 15.00
Hart's Crown 18.00
Tourist, No. 155..... 18.00
Golf 24.00
Bicycle, No. 808..... 24.00
Bridge Whist 27.00

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Department 24.

AMERICAN TOBACCO CO.

Smoking Tobacco.

(5-lb Cartons, 25 and 30-lb Cases)
Seal of N. C. 1⅔ oz foil.... 68
" 3⅓ " 61½
" 8 " 58¼
" 16 " 56
" 1oz pouch..... 68
" 1⅔ oz cloth
Seal of N. C., 3⅓ oz clth pchs 63¾
pouches 68
Seal of N. C. 16 oz decorated
tin canisters 58¼
Old Eng. Curve Cut, 1⅔ oz
curved tins 74½
Old Eng. Curve Cut, 3⅓ oz
curved tins 74½
Old Eng. Curve Cut, 8 oz.. 72
Old Eng. Curve Cut, 16 oz.. 69⅛
Continental Cubes, 1⅔ oz tins 70
Monte Critso Slabs, 3⅓ oz tins 74½
Van Bibber, sled plg, 1⅔ oz
tins, 2½ lb cartons..... 70
Three Feathers, 1⅔ oz, 1¼
lb cartons, net..... 60
Pedro, 2½ oz foil..... 47½
" 2½ oz pouch..... 50¾
" 2½ oz assorted..... 49
" 16 oz decorated tin
canisters 49½
Dixie Queen, 1⅔ oz foil..... 38¾
" 8 oz tins..... 42⅛
" 16 oz decorated tin
canisters, 6 lb cartons, 30
lb in cases..... 42
Duke's Mixture, 2⅔ oz sacks 40
Arlington, 1⅔ oz foil..... 63½
Duke's Cameo, 1⅔ oz..... 41¾
Duke's Cameo, 2½ oz foil.. 47¼
Melrose, 1⅔ oz foil..... 67
Fragrant Vanity Fair, 1½ oz
foil 94
Red Indian Plug Cut, 1⅔ oz
and 3⅓ oz foil..... 39
Fashion, 1⅔ oz 38¾
" 16 oz canisters.... 42⅛
Bull Durham, 1 oz..... 62
" 1⅔ oz..... 62
" 3⅓ oz 59
" 8 oz 57
" 16 oz..... 53
Corn Cake, gran, 1-lb bags,
25-lb cases, per lb..... 23½
Echo Plug Cut, 1⅔ oz(16-oz,
49) 47¾
Red Bell, 1⅔ oz..... 40⅛
" 16-oz pails..... 41⅛
Cornell Mixture, 3⅓ oz tin.. 83
Oriental Mixture, 3⅓ oz tin.. 93
Honey Dip Twist, 10 to lb.. 43¾
Grizzly, 16 oz, 24-lb cases.. 54⅛
Five Bros. Pipe Smoking,
long cut,paper pkgs, 3⅓ oz,
5 lb cartons, 30, 50 & 100
lb cases 37
Pride of Virginia, 1⅔-oz, 3⅓-
oz and 8-oz tins, 2½-lb
boxes, 10 & 25-lb cases... 75
Golden Cupid, 1⅔ oz foil, 25,
50 & 100-lb cases..... 61
Pure Shot, 2s..... 33
Union Leader, 1⅔ oz foil.... 35½
" 3 oz pouch.... 37¾
" 8 and 16 oz
canister 37¾
Union Leader, 16 oz milk can 37¾

Fine Cut Chewing.

Hiawatha, 2 oz, b'ght or d'k,
1-lb cart, 10-lb cs, per lb 59
Hiawatha, 5-lb cs, 1-lb carts 59
Hiawatha, 16 oz, b'gt or d'k,
5-lb pails, lb..... 59
Hiawatha, b'gt or dark, 10-
lb pails, per lb..... 56
Sweet Cuba, b'ght or d'k, 1-
lb tins, 5-lb pails..... 14
Rose Leaf, 10 to lb, bright or
dark, 1-lb cart, 5-lb drums 67
Tiger, 1⅔ paraffine bags, 5-
lb moisteners 41

THE ADVOCATE
is the only
GROCERY PAPER
on the
PACIFIC COAST

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Cheroots and All Tobacco Cigarettes.

Old Vir.Cheroots,3 in bundle.11.75
$12 in less than 1M lots.
Old Vir.Cheroots,5 in bundle.13.95
Bet. the Acts Little Cigars,
10s tin 8.25
Bengal little cigars, 10s, (10
per cent in free goods).. 7.35
Royal Bengal, 10 in pkg, 100
in carton.....11.50
Van Bibber Little Cig., bun-
dles of 10, boxes of 100....16.20
Sub Rosa cigarros, 10s, car-
tons of 500, per M..... 4.00

Stogies, Etc.,

Less 2% for cash.

Star Pittsburgh stogies 1-10s,
5 for 10c.....15.00
Florodora little cigars, 1-10s,
3 for 5c.....12.25
Red Top Stogies, 1-10s, 3 for
5c .....
Red Label Stogies(Jenkinson)11.00

Cigarette Paper.

Vanity Fair, 50 pkg in box .97½
Wheat Straw,50 pkg in bx,net1.30
Wheat Straw, 100 pkg in bx
net 2.55
Wheat Straw, Interlock, 50
pkg in box.....1.15
Wild Oats, 40 pkg in box.....90
Red Seal, 50 in box.....25
Zig-Zag, 100 in box.....2.50
Riz la croix.....1.95

Plug Tobacco.

(Subject to discount)
Battle Ax, 16 oz, 5 cuts, 12 and
24 lb bts, net..... 39
Big Gun, 16 oz, 3x12 smooth,
bright, 6 sp, 16 lb butts.... 44
Boot Jack, 3x12, R & R, 5½ oz,
8 sp, 1, 4 8 and 12-lb and
2-lb fancy wooden bxs, net. 87
Bullion, 1x6, D T Nines, 6 to
lb, 20-lb cad's..... 50
Climax, 2x12, R & R, 16 oz, 6
sp, 6, 12 & 30 lbs (7 oz 7,
10½, & 21 lbs 48)..... 45
Climax, 3x12, thin, 7 oz, 7 and
14 lb 48
Cross Bow, 3x12, 14 oz, 4 sp,
14 lb butts..... 38
Drummond's Natural Leaf, 5½
oz, 5, 8 and 12-lb butts.... 63
Gold Rope, 7 to lb, 3, 6 and
12-lb boxes 56
Gold Rope, 14 to lb, 4 and 8-
lb boxes 58
Horse Shoe, 16 oz, Smooth, 6
sp, 8, 12 and 24 lb butts.... 44
J. T., 2x6, 7 oz, R & R and
Smooth, 2 sp, 10½ and 21 lb
butts and caddies..... 39
J. T., 3x12, 14 oz, Smooth, 4
sp, 10½ and 21-lb butts.... 39
Newsboy, P. P. br or bulk, 5s
8, 16 & 24 lb..... 40
Nobby Spun Roll, 7 to lb, 3, 6
and 12 lb boxes..... 57
Old Honesty, 3x12, Smth, 15 oz,
6 sp, 7½, 15 and 30 lb..... 44
Old Peach and Honey, 6 to lb,
8 lb boxes..... 43
Piper Heidsieck, [illegible]
2⅝x5 Comp. Pr.....
4, 7, 14 lb..... 60
Red Cross, 12 and 24-lb butts,
16 oz, 3x12, embrossed 4 sp. 33
Saw Log, 2x12, R & R, 16 oz
6 sp, 24 lb..... 46
Saw Log, 3x12, R & R, 32 oz,
12 sp, 32 & 48 lb..... 46
Sledge, 16 oz, 4 sp, 3, 6, 12 and
24 31
Something Good, foil wrapped,
R & R, 5½ to lb, 9, 13 lb
butts 45
Spear Head, 16 oz, 6 sp, 6, 18
and 30 (7 oz, 48)..... 45
Standard Navy, 3x12, emboss-
ed, 4 oz, 4 sp, 14 and 28 lb 38
6 for 10, 10⅔ oz, 24 lb butts. 35
Star, 16 oz, 12, 24 and 52 lb
butts 45
Tinsley's Nat. Leaf, 3x12, 16
oz, 6 & 12 lb..... 54

47

Twist Tobacco.

Granger Twist, [illegible]
pressed [illegible]
bushels and [illegible]
pails .....
Red Ribbon Twist, [illegible]
lb ½ bushels and [illegible]
Honey dip Twist, 11 to lb,
packed 5 lb .....

Smoking Tobacco.

Master Workman plug, 3x6, 10
oz, 10 lb cad..... 45
Finzer's Mixed Plug, 16 oz,
3x12, 5 sp, 5 and 10 lb.... 32
Ole Varginy, 3 oz plugs 2x4
[illegible] .....
Sickle plug, 15 oz 3x12, 5 sp
[illegible] .....

JOHN BOLLMAN & CO

Cigarettes

Net cash

[illegible] .....
Sweet Caporal..... 3.90
Virginia Brights..... 3.90
Pets (foil packages)..... 6.12
Richmond Straight Cuts, 10s
tin and paper..... 6.12
Cairo, No. 27 and 27a, (cork
tip) .....
Castle Gold Tips.....
Imperiales, 10s, 20s, 50s, 100s,
[illegible] .....
Sanitary .....
Mais and Rice paper with
mouthpieces 9.25
Abdallah, No. 3 gold tip..... 7.75
" No. 2 .....
" No. 1.....13.00
Princess Lillian, Cork tips...17.65
Turkish Trophies 7.75
Egyptian Deities, No. 1, 10s.25.50
" No. 3, 10s,
plain tips 17.60
Egyptian Deities, cork tips..18.15
Mogul, cork tip.....10.25

High Grade Smoking Tobacco.

Less 2% for cash.

Imperial Mixture, 2¼-oz tin 1.15
Plum, 1½ oz foil..... .63½
Three Kings Mixture,3⅓-oz
tins 1.30
Yale Mixture, 1-oz tin, 1¼
and 2½ lb cartons..... 1.35
" [illegible] .....
lb cartons 1.60
Yale Mixture, 3⅓-oz tin,
lb cartons 1.55
Lone Jack, 3⅓ oz bags, net 1.15

Wills' English Smoking.

Capstan, mild,med. or strong,
3⅓ oz, per lb..... 1.50
Capstan, mild, med or strong,
[illegible] .....
Latakia, 3⅓ oz, per lb..... 2.1

Sundry English Smoking.

[illegible] .....
Lambert & Butler's L
In, 3⅓ oz, per lb..
[illegible] .....
oz, per lb.....

J. B. PACE TOBACCO COMPANY

Scroll Tag, twist, 6 to lb
(other sizes 67½)..... 66
light pressed, all
[illegible] .....
Scroll Tag, cable coil, 3 and
[illegible] .....
Corduroy Spun Roll, 6-lb bxs 56
Mastiff Plug Cut, 1⅔ oz pchs
or tin foil pkgs..... 68
[illegible] .....
or tin foil pkgs..... 63
Mastiff Plug Cut,16 oz decor-
ated tin .....
Boston Smoke, 12s (24s, 48) 48

48

SURBRUG CO

[illegible] .....
[illegible] .....
[illegible] .....
[illegible] .....
Golden Sceptre, 8-oz, 5-lb cart
per lb .....
[illegible] .....
[illegible] .....
[illegible] .....
[illegible] .....
[illegible] .....

JNO. J. BAGLEY & CO

[illegible] .....
[illegible] .....
[illegible] .....
[illegible] .....

WEYMAN BROS.

[illegible] .....
Cut and [illegible] 8 oz cans
[illegible] .....

H. BOHLS & CO

White Navy Mixture, 1⅔ oz
foil ..... .65
Yosemite Mixture, 3⅓ oz..... 1.55
Seven Up, 16 oz pails, 1 briar
[illegible] .....

R. A. PATTERSON TOBACCO
COMPANY

[illegible] .....
[illegible] .....
[illegible] .....
[illegible] .....

Good For Grocers

Our Golden Gate line represents all that is strictly high grade in Coffee, Tea, Spices, Extracts, Baking Powder. Every article packed under this brand bears our guarantee of purity and quality. Golden Gate goods give absolute satisfaction in every respect. They please the consumer and pay the dealer a fair profit. Satisfaction and profit should interest every grocer. Talk it over with our salesmen—they know.

J. A. Folger & Co.

Howard and Spear Sts., San Francisco, Cal.

PROGRESSIVE DEALERS foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but SAPOLIO goes on steadily. That is why you should stock

HAND SAPOLIO

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.